A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

December 23, 1963

# Business Bulletins *from around the world*

**ARGENTINA**—Government to tax imports of machinery brought into country as foreign capital investments. All such imports to pay taxes, customs surcharges on par with other merchandise.

**BELGIUM**—International Latex Co. and Milky Way Products Co., found Playtex S.A., Brussels. New company to manufacture full line of women's undergarments of natural, synthetic fiber, raincoats, sponges, rubber gloves.

Government and several industry associations, banks form organization —Société Belge d'Etude et de Conseil pour le Développement des Echanges avec l'Etranger (Sobeled)—to promote sale of machinery, equipment to developing countries.

**BRAZIL**—Importers of luxury and/or non-essential goods (special category), certain essential products (general category) recently required to make advance deposits of 200 percent (raised from 100 percent) for total of 210 days by SUMOC Instruction 256.

**CEYLON**—Government reportedly accepts Chinese Communist offer to build fountain pen factory capable of meeting entire local demand. Plant would operate in competition with local private industry. Ministry of Industry gave approval to five private firms to produce fountain or ball-point pens, one already in production.

**COLOMBIA**—First cellophane plant in Colombia inaugurated at Barranquilla by Celanese Colombiana. Representing a $2½ million investment, plant to meet consumption demand of 1,800 metric tons annually. Also considering investments to produce polysteric fibers, textile nylon, nylon tire-cord.

**FRANCE**—Customs duties reduced on imports from all nations including U.S., on lead metal, some lead products, zinc, almost all zinc products, wrought cadmium.

**GERMANY**—German engineering concern Kloeckner-Humboldt-Deutz AG, Cologne, concludes agreement with General Electric Company, Schenectady, N.Y., on license production, repair, maintenance of General Electric T 58 gas turbine. Turbine, manufactured by GE at Lynn, Mass., used in U.S. to power military, civilian helicopters.

**ISRAEL**—Ministry of Transport approves construction of modern passenger terminal at Haifa port at cost of $800,000. Estimated time for completion of new facilities two years.

Ministry of Development reports about I£600,000 ($300,000) to be invested in program to explore new copper deposits in vicinity of Eilat. New project reportedly substitute for recently-abandoned expansion planned at Timna Copper Works.

**NETHERLANDS**—Pen Control Co. will establish European head office in Leeuwarden; to concentrate on manufacture of gas control apparatus to capitalize on natural gas resources of Groningen Province.

Government authorizes bakers to increase, for third time in three months, price of bread by one Dutch cent ($0.003) per 800-gram loaf because of increased costs to millers, and low quality domestic wheat forcing imports of higher-quality wheat.

Fokker Aircraft N.V. receives Japanese order for four F-27 Friendship 200 aircraft bringing total of such aircraft ordered from Fokker to 151.

**SOMALI REPUBLIC**—All bank notes issued between 1950 and 1960 under Italian Trusteeship cease to be legal tender December 31.

National Bank inaugurates branch bank at Galcaio, sixth in the country. Other branch banks opened during the past year at Hargeisa, Berbera, Chisimaio, Bosaso, Burao. It is also reported that credit institution Credito Somalo will establish branch at Hargesia in near future.

**SWEDEN**—Iron ore mining companies Luossavaara-Kiirunavaara Aktiebolag and Grangesbergsbolaget sign new iron ore contract with Ruhr customers calling for 7 million metric tons valued at about $67.5 million—a slight reduction from 1962. Represents unit price reduction of 2%, an improvement over the existing contract and contract for 1962 in which ore prices dropped by 7% and 5% respectively. Price declines are result of world ore production increases greater than growth of consumption. New contract to set pattern for others which will account for an aggregate of 9 million more tons valued at about $87 million.

**SWITZERLAND**—Swiss firm Escher Wyss and Oerlikon, Japanese Mitsui enterprise conclude agreement concerning manufacture, distribution of steam turbines for most of Asia, Philippines, Indonesia.

**TANGANYIKA**—Consortium of British, German, Indian, Swiss insurers to set up national insurance company in Tanganyika. Initial capital to amount to 250,000 pounds sterling ($700,000).

**THAILAND**—Government signs Contract with U.S. firm to make $290,000 economic feasibility survey of an industrial estate program. Survey will take from 6 to 8 months to complete and will ultimately serve as basic for privately-operated, multi-million dollar industrial estate development.

Regime announces substantial increase in pilot fees (pilotage) for Thai ports. Overall rates increased an estimated 400%.

**TURKEY**—Reynolds International and Etibank reportedly enter into joint venture for erection, operation of aluminum extrusion and rolling mill. When cheap hydroelectric power becomes available, first stage to be followed by the establishment of facilities for production of alumina from Turkish bauxitic ores, aluminum ingot from alumina.

**UNITED KINGDOM**—Eastern Gas Board of England concludes 15-year contract with Phillips Petroleum Company. Phillips to supply propane at rate of 40,000 tons annually.

Propane to come initially from Gulf of Mexico area of U.S. to be used as feedstock for the production of gas sold to consumers in Norfolk, parts of Suffolk.

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## worldwide coverage

A firm in the Netherlands that wants pecan nuts, a company in East Africa interested in buying chewing gum, and a manufacturer in Turkey who wants to buy nylon yarns are just three of hundreds of worldwide trade opportunities found in this week's issue. The U.S. businessman interested in breaking into exporting or improving his overseas sales position is invited to pore over the leads for exporters which start on page 34.

# International Commerce

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# Far-reaching changes stir East Africa

## Fast-moving internal transition forces area to cross-roads of independence, responsibility

By BERNARD BLANKENHEIMER
*Director of the U.S. Trade and Development Mission*

Most Americans today are aware that far-reaching changes have occurred in the African continent during the past decade. They know generally that these changes have involved political, economic, and social forces; beyond that, individual Americans vary widely in their knowledge concerning the scope of these changes and their implications, both to the United States and the world economy as a whole.

BLANKENHEIMER

Misconceptions about Africa, its people and resources are still legion. Especially is this so for certain regions such as East Africa, where fast-moving internal changes have been over-shadowed by more dramatic and sometimes violent developments elsewhere in the continent.

Although violence and racial discord have not been absent in East Africa, the transition from colonial territory to sovereign state in the last several years has been remarkably peaceful and, on the whole, harmoniously achieved under the influence of British legislative procedures.

This "power shift" from European-based institutions to locally oriented ones —from the minority resident whites to the majority indigenous community—far from solving existing problems, creates new problems. African leaders now universally recognize that political independence carries a heavy burden of responsibility and, as one African leader puts it, "throws into sharp relief basic economic

**ZANZIBAR MARKET: Left, tropical fruit is sold in the market place. Cloves and clove oil form more than half the exports. Right, TANGANYIKA —sisal fiber drying in the sun near Morogoro.**

## U.S. Mission to East Africa
October 26-November 30

**The U.S. Trade and Development Mission to East Africa operated Business Information Centers in Nairobi and Mombasa, Kenya; Dar Es Salaam, Tanganyika; Kampala, Uganda; and in Zanzibar. The Mission also visited Nakuru, Kenya; Moshi and Arusha, Tanganyika; and Jinja in Uganda.**

**The Mission carried 445 Business Proposals from U.S. firms and developed contacts for 240 of these proposals.**

**A total of 351 interviews were conducted, resulting in 230 specific leads for U.S. exporters, plus development of 101 investment opportunities.**

and social problems hitherto eclipsed by the overriding problems of foreign domination."

### At crossroads

Following independence, pressures inevitably build up for intensified social and economic development. Yet such development is heavily dependent on external influences. Firstly, revenues are dependent on export proceeds and, therefore, on world price levels in the industrial countries for such primary commodities as coffee, sisal, and cotton which, to East Africa, are its very life blood. Secondly, financial resources for development are derived from external loans and grants and from private loans and equity capital investment. Consequently, the degree of investor confidence in East Africa will play an important role in its future development.

In this context, East Africa now finds itself at the crossroads—independent, desiring accelerated social and economic development and wishing to see more diversified foreign trade and investment relations. This creates a challenge and an opportunity for the U.S. businessman—challenge, because of the limited U.S. business presence in the area; and opportunity, because the region offers a promising market for U.S. goods and capital.

### the author

*Mr. Blankenheimer, Director of the Africa Division, Bureau of International Commerce, has been involved in African affairs in the Department of Commerce for over 20 years.*

REPORT OF U.S. MISSION

# Newly independent countries of East Africa a common market open to U.S. goods, services

## Trade regulations no longer a deterrent to purchases from United States, but traditional patterns have precluded broad familiarity with U.S. products

The past 2 years have seen the independence successively of Tanganyika (December 9, 1961), Uganda (October 9, 1962), and now Kenya on December 12, 1963.

The political leaders of all three countries have already announced in principle their determination to establish an East African political federation—an event which would make it in size one of the largest political entities in Africa, and the continent's second most populous country, next to Nigeria.

At the time of the U.S. Trade and Development Mission's visit to the area this fall, there was no fixed date for the proposed East African Federation and there still appeared some important problems to be resolved before such a new political entity could be established. In an economic sense the basic services for a federation already exist through operation of the East African Common Services Organization (EACSO), should the political parties concerned hope eventually for a larger framework. All sides agree that the EACSO must be maintained and strengthened notwithstanding future political developments.

An outgrowth of the East Africa High Commission (established under the Colonial regime) to achieve economic cooperation on a regional basis, EACSO is a supra-national body, headquartered in Nairobi and supported by the three mainland countries of Kenya, Uganda, and Tanganyika.

EACSO maintains for these countries a common transportation and communications service including all posts, telegraphs, railroads, and harbors. The Organization administers and supervises revenue collections—including income taxes as well as customs and excise—and has broad responsibility for coordinating regional matters relating to health, social welfare, and education. Although each country itself legislates on such matters as taxation, uniform rates are maintained as a matter of policy. There is also a common currency, the East African shilling, maintained on par with sterling.

### Common market

With a population of 25 million people and an area of 680,000 square miles, or roughly one-fifth the size of continental United States, Kenya, Uganda, and Tanganyika constitute a de facto common market within which an internal economic customs union is maintained with no taxes or duties across inter-territorial borders. Zanzibar is not now part of this common market but has made application. Its economy is closely intertwined with the three mainland countries, and following its independence on December 9, 1963, Zanzibar now may be expected to pursue policies leading toward economic if not political ties.

As members of the sterling bloc of countries, Kenya, Tanganyika, Uganda, and Zanzibar maintained rigid import licensing and exchange controls during the post-war period. As a matter of policy, these controls restricted U.S. purchases to those classes of goods considered as essential or not available from sterling sources and, as a result, U.S. exports to the area were limited both in value and commodity make-up.

Beginning in 1959, sterling area controls were successively dismantled so that today trade regulations in East Africa are no longer a deterrent to purchases from the United States. The area, therefore, represents a relatively competitive and open market for U.S. goods and services.

### Uniform tariff rates

Moreover, Kenya, Uganda, and Tanganyika historically were precluded by international treaties from imposing preferential tariffs and, consequently, a single column tariff is maintained in the three mainland areas at uniform rates to all countries, including the United Kingdom as well as the United States. Additionally, customs duty rates are, for the most part, held at moderate levels as the Governments in all three areas thus far have been opposed to indiscriminate customs tariff increases for protection, except as merited for bona fide infant industries.

## Market profile—East Africa

**Area:** About 680,000 square miles, roughly equivalent to one-fifth the continental land area of the United States. Tanganyika is largest with 362,000 square miles, followed by Kenya (225,000 sq. mi), Uganda (92,000 sq. mi.), and Zanzibar (1,000 sq. mi).

**Population:** About 25 million.

**Currency:** East African shilling (1 E.A. shilling = US$0.14). Unit of account is the East African pound, roughly at parity with English sterling.

**Gross domestic product:** About $1.6 billion (1961).

**Motor vehicles:** About 80,000 passenger cars; 3,000 buses; 60,000 trucks.

**Daily newspapers:** 15.

**Electric power production:** About 870 million kilowatt-hours in 1961.

**Principal cities:** Nairobi, population 266,800; Mombasa, 179,600; Dar Es Salaam, 128,750; Kampala, 46,750; and Zanzibar, 58,000.

**Total volume of trade:** About $800 million (imports about $400 million) in recent years.

**Principal imports:** Automobiles, trucks, petroleum products, farm equipment, roadbuilding machinery, mining apparatus, irrigation equipment, cotton fabrics construction materials.

**Principal exports:** Cotton, coffee, sisal, oilseeds, tea, cloves.

NAIROBI: U.S. Trade Mission members spoke to a businessmen's meeting at the City Hall. From left, Erasmus H. Kloman, Jr.; Marvin Melton; Grant Thrall; Bernard Blankenheimer, Mission Director; Jake Simmons; William Kapp; and Robert Wilbourn, Department Trade Development officer.

Institutional nontariff trade barriers, consequently, no longer exist; yet despite this, U.S. exports to East Africa have not shown dramatic increase. Traditionally, East Africa has had a heavy favorable balance with the United States. While U.S. exports have gained in recent years, in 1962 such exports still totaled only $26 million as against sales to the United States of $50 million. In 1962, 33.8% of the total of $379.5 million imported into East Africa was supplied by the United Kingdom, and 45.3% by the British Commonwealth as a whole. By comparison, the U.S. share was 6.9%.

What, then, are the reasons for the United States' poor showing?

## Traditional patterns

One reason is that although institutional obstacles to trade now have been removed, East Africa is a competitive and brand-conscious market and U.S. goods, therefore, face a problem of being introduced to a market where many types and brands have not had previous opportunity for trade or sales promotion.

Another and possibly more significant reason is that many classes of exports to East Africa are impeded by the fact that some of the larger local foreign trading companies, agents, and commercial banks are affiliated with, or are branches of, European-headquartered companies or institutions and are largely content to maintain their traditional sources of supply from England and the continent, with the same brand items that have already been established in East African markets.

It would be a mistake, however, to ascribe full blame for the poor U.S. performance on these traditional market factors. Indeed, the evidence is that a good many of the established firms in East Africa are eager to make broader contacts and to introduce new items from the United States, particularly now that Kenya, Uganda, Tanganyika, and Zanzibar are all fully sovereign countries. But these firms have been handicapped by an appalling lack of knowledge of U.S. products, specifications, and sources of supply. This reflects past trade restrictions but also, more fundamentally, the still lethargic attitude on the part of U.S. businessmen in this strategically placed and promising African market.

## Pivoted around agriculture

Considered separately, the East African countries are not among the more wealthy African areas. None of them, with the exception of Tanganyika, has a significant minerals resource base and in all countries production of primary agricultural commodities is of pivotal importance. Indeed, the agricultural economy in East Africa is characteristic of the dualistic nature of agriculture elsewhere in tropical Africa—subsistence farming, which provides the bulk of employment, and commercial production directed largely to the export market.

Inter-territorial trade within the region is of some importance to Kenya which exports meat, vegetables, and dairy products to the other areas; but primarily, the prosperity of the East African region is dependent upon the export to industrial consuming countries in Europe and the United States of such cash crops as coffee, cotton, pyrethrum, wattle, tea, cloves, etc.

As of 1961, East Africa's gross domestic product was estimated at $1.6 billion (£580 million), of which no less than $862 million or 53% was accounted for by "primary industries"—largely agriculture, but also including mining ("subsistence" agricultural activity, the heaviest component of the "primary industries" category, was valued at $437 million representing 27% of total GDP). Manufacturing and construction contributed only $202 million or 12%; and trade and transport, $269 million or 17%.

Agricultural exports, which currently represent about 85% of the total value of all exports, are heavily dependent in Kenya and Tanganyika on the output of estate farming which, up to now, has meant those lands farmed by non-Africans under leaseholds or other forms of land tenure. In Tanganyika, for example, only 1% of the land is alienated to estate agriculture under non-African control;

but this 1% produces 45% of Tanganyika's total agricultural exports. Similarly, in Kenya, in 1961 some 3,600 European and Asian holdings produced 3½ times the value of an estimated 950,000 African farms. Only in Uganda, where alienation of land to non-Africans has been negligible and the big money crops are African-produced cotton and coffee, is the situation substantially altered.

In all three areas, vigorous Government programs are underway to increase the African's contribution to output. In Kenya, plantations are being "Africanized" through various Government purchasing programs.

## Role of non-African resident

There can be no question of the necessity for East African Governments to pursue aggressive policies aimed at increasing the African's participation in the money economy; however, it is no less important to utilize to advantage the valuable contribution to output and to economic development of the non-African resident.

In both Tanganyika and, more recently and seriously, in Kenya, an outward flow of capital funds and/or emigration of European and Asian residents have been in evidence which could not help but exercise a depressive influence on the level of economic activity.

At the time of the Mission's visit, there was some uncertainty and uneasiness in some non-African circles over the role of minority groups in East Africa. It was also apparent that these groups, by and large, wished to identify themselves actively with the region's future. To the extent that these groups express confidence by expanding operations so as to assist in the African's development—for example, through employment, training, or partnership schemes—they will receive the confidence of Government. Vice versa, the course of future Government policies in the region will determine the degree of non-African resident association with East Africa.

This matter is of great importance to United States/East African commercial exchange because, while it is in the interest of all concerned to establish direct contacts with African entrepreneurs and the foreign traders, there are relatively few such African businessmen at present. Of the total East African population of 25.5 million, an estimated 363,000 are Asians and 88,600 are Europeans or "whites." In general, Africans are engaged in agriculture, pastoral activities, or trade, rather exclusively on a petty retailing basis. The large Asian and European communities have been dominant in trade, investment, finance, and industry.

## Overall view

**The U.S. Trade and Development Mission which visited East Africa in the fall was comprised of seven members, five from private business and two from the Department of Commerce.**

**Business members were William Knapp, Grant Thrall, Jake Simmons, Marvin Melton, and Erasmus Kloman. Bernard Blankenheimer, Director of the Africa Division of the Bureau of International Commerce was Director of the Mission; Robert Wilbourn, Chief of the Trade Development Staff of BIC's Trade Missions Division, served as Trade Development Officer.**

**The accompanying article, presenting an overall appraisal of the East African market, is a joint effort while reports by the individual business members are on the pages immediately following.**

**Specific export and import opportunities in Kenya, Tanganyika, Uganda, and Zanzibar for U.S. businessmen are listed in the World Trade Opportunities section of this issue of *International Commerce*; specific investment opportunities are reported in the Investment Opportunities section.**

**Other East African investment opportunities were reported in the issues of Dec. 16, page 34; Dec. 9, page 45; and Dec. 2, page 36.**

## Promotion essential

Obviously, foreign trade relations will need to be conducted with the established firms and reliable agents having experience in specific commodity lines. Moreover, for some items in the capital goods field, only the large firms in East Africa are equipped for providing local regional technical facilities.

Yet there is evidence that some of the larger companies having literally dozens of products for which they may act as agents, do not care about aggressively promoting U.S. vis-a-vis other foreign products for which they have agencies. Consequently, over the longer term, U.S. firms should make every effort to find and, if necessary, to train or otherwise assist indigenous African firms. Specifically, adequate research and surveys directed to the requirements of the market must be developed by potential U.S. exporters to East Africa. They must appoint qualified agents or distributors, establish regional offices, undertake sales campaigns and, in general, expend efforts which are at least commensurate with the size and potential of this growing market.

## Three basic customers

In general, there are three basic customers for products in East Africa:

The Government itself, in connection with the procurement of goods and services to carry forward the public sector development programs; indigenous private or quasi-Government institutions such as the development corporations and the African agricultural cooperatives; and the individual consumer whose present effective demand is becoming increasingly diversified as the general level of economic development proceeds in the country.

Public development programs in East Africa over the next several years will result in substantial improvement of roads, railroads, power supply, and communications. As a result, a large and expanding market exists for construction materials and equipment, and the whole range of products associated with public projects, transportation, and communications. Tanganyika's Five Year Plan, ending July 1964, calls for an expenditure of $67 million, and the Government hopes to devote an additional $200 million to development between July 1964 and June 1969. Plans in progress call for an outlay of $200.8 million in Uganda between 1961 and 1966, and $157 million in Kenya during the next 4 years.

Procurement of capital equipment has been directed mainly to British sources by virtue of the fact that public authorities placed their orders through the Crown Agents in London which does not issue open bids as a rule, but approaches particular firms—again, usually traditional sources of supply. Here there is undoubtedly an element of preference in favor of Commonwealth sources.

In the future, however, it is likely that East African public authorities will be doing their own purchasing direct from foreign sources. This makes it essential that U.S. companies interested in engineering or construction contracts in general should maintain continuing liaison through on-the-spot representation with Government authorities charged with economic development programs.

In connection with East African public development projects, it should be noted that the U.S. AID program in this area presents an opportunity to U.S. exporting firms because current policies re-

quire that AID funds be expended for U.S. goods and services to the maximum extent possible. AID has a substantial program in East Africa emphasizing projects in education, agriculture, community development as well as in infrastructural improvements such as roads, power, etc.

U.S. development loans and grants to this area have risen from $.4 million in fiscal 1961 to $12.2 million in fiscal 1962, almost doubling in the current year to $24.1 million. A considerable portion of this amount currently is in "tied aid" which means that much of the equipment, supplies, and services related to these assistance projects must be purchased from the United States. For this reason it behooves the U.S. exporter to establish himself in the East African market.

Indigenous private or quasi-Government organizations, such as the cooperative movement among African farmers, have hitherto largely confined their attention to the marketing field. However, more and more, these cooperatives are turning their attention to the consumer cooperative field and here, therefore, a new sales opportunity exists for American exporters to conduct direct trade relations with such organizations.

Likewise, cooperatives are becoming a factor in the market for mechanized farm equipment since, through such cooperative organizations, finance is becoming increasingly available to small farmers for the modernization of their farming enterprises.

The market afforded through increased wants by the individual consumer needs to be carefully studied. While the per capita income in East Africa is £23 ($64.40), it is not correct to assume that because of this the African consumer wants only cheap and limited staple commodities. In the urban areas, particularly, the African consumer often buys luxury goods before essential goods, and a promising market for consumer quality goods of a relatively diversified price range does exist, as is indicated in the list of items currently imported into the area. The Asian and European population segment, with their higher incomes, generally have a more diversified consumption pattern.

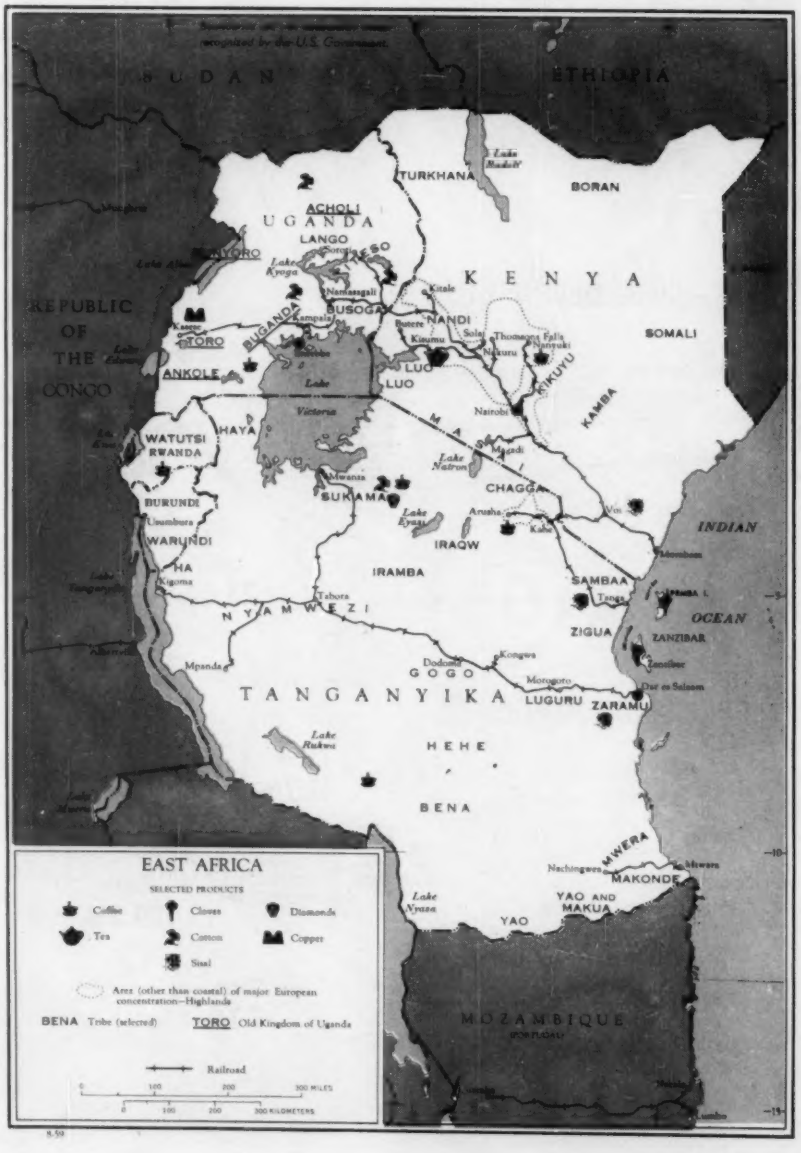
## Products with good prospects

To the extent that the "made in the United States" label is seen in East Africa, it has achieved a reputation for superior quality, particularly in effectively promoted brands of capital goods such as earthmoving and roadbuilding equipment. Almost all U.S. goods do require special trade promotion methods, particularly those which are little known in East Africa but for which the United States has demonstrated advanced technology or superior product innovation and, therefore, can be deemed to have market potentials for sale in East Africa.

Consequently, products for which there is thought to be a favorable market for expanded U.S. exports fall into two categories:

- Items which are already being imported by the large agencies and which involve servicing and replacement parts —automobiles, trucks, electrical appliances, air conditioners, farm machinery, roadbuilding equipment, mining apparatus, and irrigation equipment.
- Products which the United States is not now marketing directly to any significant extent in East Africa but for which considerable local interest is being shown and could be developed—canned and frozen foods and other provisions; textiles and clothing including miracle fabric textiles, inexpensive ready-made clothing, particularly light-weight and wash and wear fabrics; hardware; pharmaceuticals and medical equipment and supplies; cosmetics and toiletries; office supplies and equipment; light-weight metal furniture and fixtures; and building materials.

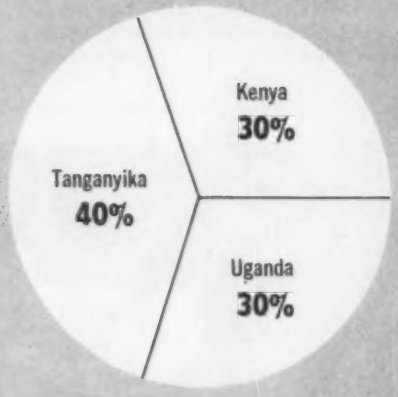
The Mission strongly recommends that U.S. exporters, to promote sales effectively in the East African market, should examine their present agencies to insure



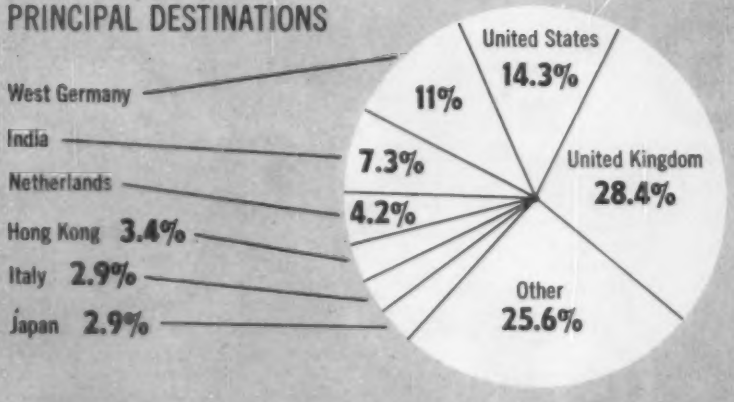
# EXPORTS OF KENYA, UGANDA, & TANGANYIKA / 1962

**(Total Value $355.6 Million)**

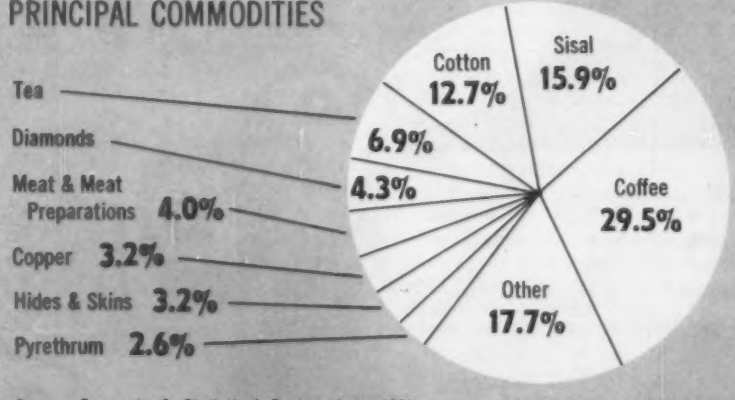
## ORIGINS




## PRINCIPAL DESTINATIONS




## PRINCIPAL COMMODITIES




Source: Economic & Statistical Review June 1963

that their present representatives are adequately promoting sales and, if not, take steps to seek other suitable agencies. This can be done through the facilities of the U.S. Foreign Service posts in East Africa and the U.S. Department of Commerce in Washington, from whom names of potentially promising agencies or representatives, including cooperative organizations, can be secured and financial data on these firms obtained.

U.S. exporters may also desire to consider the possibility of establishing their own wholesale sales offices in East Africa. There is no substitute for on-the-spot sales promotion and American companies should consider sending their personal representative to conduct business survey trips from time to time.

To develop brand consciousness, U.S. manufacturers or exporters should allocate funds for publicity and sales promotion. Even if initial losses are encountered, long term benefits may offset any initial expenditures. East Africa is a market that has long been isolated from the U.S. business community.

Introduction of new commodities from the United States should be carefully planned and should provide for adequate servicing. It should be kept in mind that once a reputation is established, either by brand or performance, it is difficult to dislodge the article's position in the market.

KENYA: Jomo Kenyatta, Prime Minister of Africa's newest independent State, welcomes Trade Mission.

# East Africa market for consumer goods diversification seen

## Long-term promotional efforts needed as competition is keen

By JAKE SIMMONS, JR.

*Simmons Royalty Co., Muskogee, Okla.*

The market in East Africa is small now but as East Africa's economic development accelerates, the consumer goods market will become increasingly diversified and hence merits long-term promotional efforts by U.S. exporters and manufacturers.

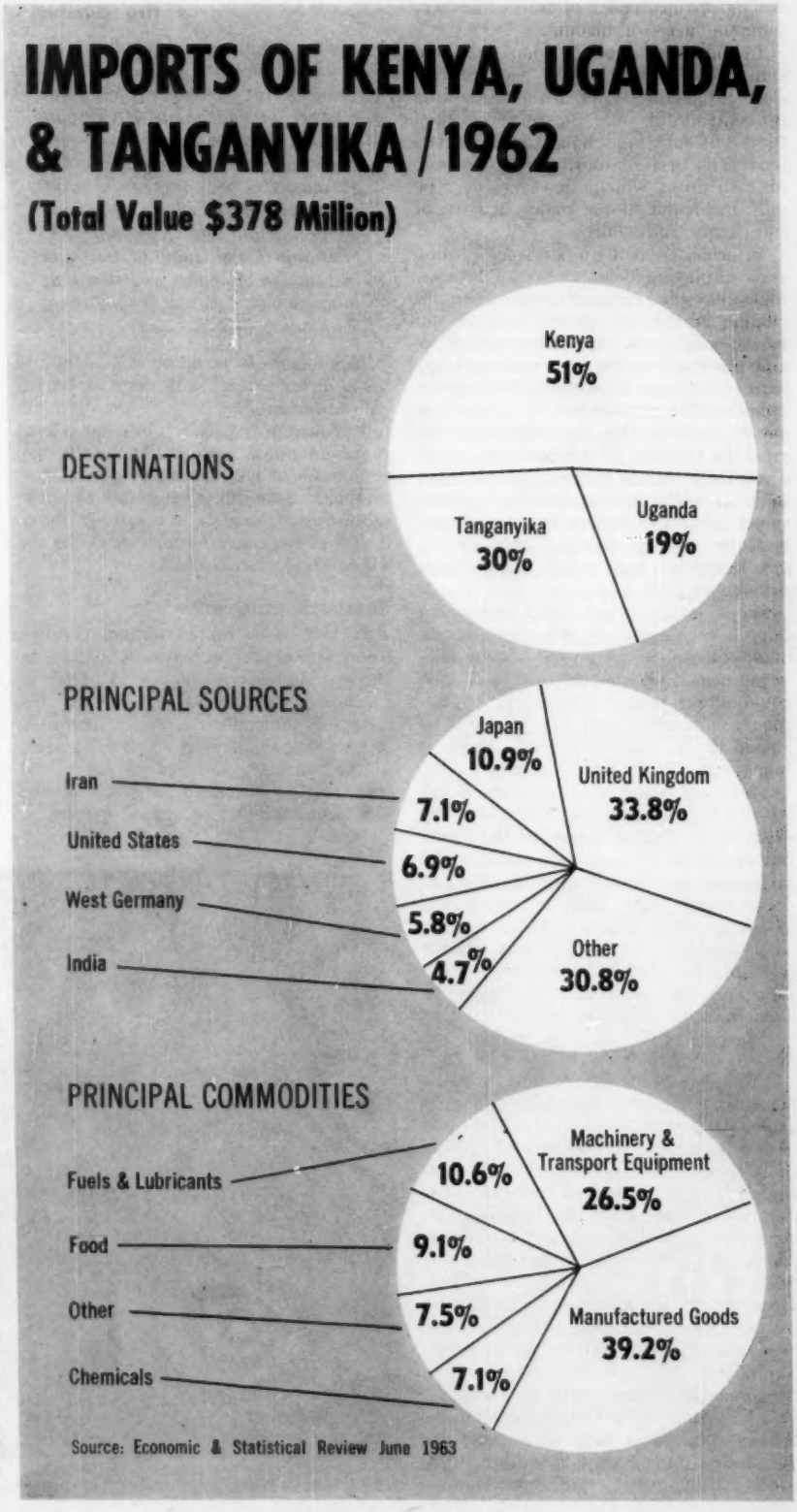
JAKE SIMMONS, JR.

Competition is keen, not only with regard to suppliers in the U.K. but also with those in Italy, Germany, Japan, and even in the Soviet Bloc countries. Prior to the Mission's visit to East Africa, a Japanese Floating Trade Exhibition occasioned great interest, as did a Yugoslav Trade Exhibition which was held in Dar es Salaam during September/October. Other foreign country exhibitions have been commonplace. U.S. exporters of consumer goods should therefore examine their present operations to ensure adequate sales promotion in East Africa.

### Discriminating consumer

The African consumer is a most discriminating purchaser and quite conscious of quality standards. He may not know the technical composition of the commodity, but once the article develops the reputation for durability or quality this fact becomes widespread and the consumer is more apt to disregard the cost factor in preference to the quality, which in turn is guaranteed by the brand name. Moreover, the limited income of the African consumer makes its disposition a serious task and he therefore becomes a most discriminating consumer. The purchase of a shirt, as an example, takes a sizeable part of his wage, therefore, much time is spent in examining the merchandise to ensure due value for his purchase.

The market for consumer goods in East Africa can be divided essentially into two types of consumers: An urban consumer and a rural consumer, each



having distinct scales of wants and very different levels of income.

In the rural areas the individual consumer lives mainly on the basis of subsistance activities with an effective level of demand for only the most essential foodstuffs and household goods. Money income is derived mostly from the sale of cash crops which, however, may be only incidental to the major activity of subsistence agriculture.

In urban areas there is a wage-earning class displaying demand for an increasingly diversified range of commodities, including articles of apparel, canned and frozen goods, and other provisions, drugs and pharmaceuticals, cosmetics and toiletries, and even household electrical appliances. The more expensive luxury type goods, however, thus far seem to be beyond the reach of all Africans, except for a relatively limited number, mainly those in white collar, civil service or professional jobs. The luxury type goods are basically still in demand only among the European and Asian communities throughout East Africa.

Shops in the urban areas display an impressive variety of consumer goods, many of which carry well-known U.S. brand names. Closer examination of such commodities reveals production by European licensees; rarely seen is the label "made in the United States", which is highly regarded by the consuming public.

There are many small retailers in the Asian community of East Africa who operate small trading stores in the bush, but who in the cities operate medium and large-scale retail establishments. Most of these Asian "duka wallahs" (shopkeepers) are direct importers who buy in small consignments or job lots various and sundry merchandise through commission agents or "Indent Managers" in London or elsewhere on the Continent.

## Retail programs fostered

The prominence of Asians in retail trade has prompted the respective governments in East Africa to foster programs designed to encourage the entry of Africans into retail entrepreneurships through such media as African loan boards or through direct government-supported organizations, including consumer cooperatives. In Tanganyika, for example, COSATA has been set up with Government support and with Israeli management to act as a foreign trading wholesaling and retailing cooperative. Capitalized at £450,000, it is still a fledgling organization which has considerable Government backing and which intends to organize a large network of retail outlets in direct competition with small existing retail establishments.

## the author

*Mr. Simmons, President of the Simmons Royalty Co., is an independent oil producer and cattle rancher in Oklahoma. He is conversant with the operation of various small-scale industries. Simmons Royalty Co. is engaged in negotiating oil leases, drilling operations, oil production and marketing. Mr. Simmons is a graduate of Tuskegee Institute in Alabama and is a long time member of the Chamber of Commerce in Muskogee.*

U.S. exporters would be well advised to make direct contact with these newer organizations in view of their long-term future growth prospects. In this context local representation is essential for the effective promotion of U.S. consumer goods. New products, even those regarded as more sophisticated, can be successfully introduced as evidenced by an experience the Trade Mission had in Kenya.

## Research paid off

A U.S. sales representative traveling through Nairobi attempted to secure an agency representation for a line of modern soda-fountain equipment. Established companies were not interested in accepting this line; it was not "saleable in the market". Anxious to prove this statement to his own satisfaction, the U.S. representative proceeded to canvass retail outlets and within two days was able to place orders for four units totaling £15,000, with an expectant four more orders.

## Salesmanship essential

Depending upon the market and the product, aggressive salesmanship is essential; where local agents are not available it may pay for U.S. firms interested in long-term prospects to establish their own direct agent in the area. It is essential to understand local conditions and consumer tastes regarding, for example, color and packaging: A bottle to the consumer may be preferable to a can which has no further utilisation; a bottle can be used to carry water or liquid foods after the original contents have been consumed.

On-the-spot sales promotion is most effective in the long run. It may be desirable to allocate sufficient funds, even though initial losses may be encountered, for the introduction of a brand name which will gain a reputation for quality. The East African consumer is a conservative person who dislikes new products of uncertain quality. However, it is difficult to dislodge an article's position in the market once reputation is established for it by brand and performance.

The U.S. Department of Commerce stands ready to assist U.S. exporters by providing World Trade Directory reports on East African firms.

KENYA BAKERY: Biscuits travel on belts to the packing department of bakery visited by Mission in Kenya.

# Change in East Africa's agriculture pattern necessitates import of farm equipment

## Crop diversification, improved production methods emphasized; cooperative movement may open market for mechanized machinery

By MARVIN W. MELTON

*Melton Brothers Implement Co., Jonesboro and Trumann, Ark.*

At least three distinguishing characteristics of agricultural activities are evident in East Africa, the Mission found.

MARVIN W. MELTON

Some areas, as in Kenya, have substantial acreages alienated for plantation cultivation, but the vast majority of the people currently engaged in agricultural pursuits farm small plots averaging from 10 to 20 acres. Such peasant farming can be in cash crops, such as coffee and cotton but a great many people still farm largely for their own subsistence. Such food crops include corn, yams, cassava, millet and sorghum.

A third characteristic is the importance of cooperatives. Although lack of water, poor soil and the tsetse fly impede farming and pastoral activities in some parts of East Africa, there are many extremely lush, fertile farming areas such as those in the vicinity of Nakuru and Eldoret in Kenya, Arusha and Moshi in Tanganyika and extensive lands throughout Uganda.

Government efforts in all the East African countries aim to reduce or eliminate subsistence farming and develop commercial farming and pastoral activities. Economic development plans in these countries emphasize crop diversification and improvement of production methods to increase the total output. An important feature of all plans is the encouragement given to further expansion of cooperative farming organizations.

### Cooperative movement

The cooperative movement in agriculture has long been present in East Africa. For example, the first cooperative in Uganda was started in 1913 when four farmers joined together to market their produce. However, not until the post-World War II period did the cooperative movement gather momentum under official encouragement. In 1946 cooperative legislation was enacted in Uganda and a Cooperative Department established. Today cooperatives in Uganda include more than 1,600 primary market societies with a total membership in excess of 300,000 farms. In Tanganyika a similar well established and sophisticated cooperative movement exists.

Today, agricultural cooperatives in East Africa are increasingly important not only in the marketing of cash crops on behalf of their members, but also as organizations which perform procurement functions on behalf of their members for the whole range of products needed for agriculture, including fertilizers, insecticides, farm implements and machinery.

While the market for mechanized machinery is still small, rapid growth and development of the cooperative movement in agriculture make prospects for more sophisticated agricultural machinery items such as large and small tractors, plows, planters, hay equipment, harrows look much more promising.

### the author

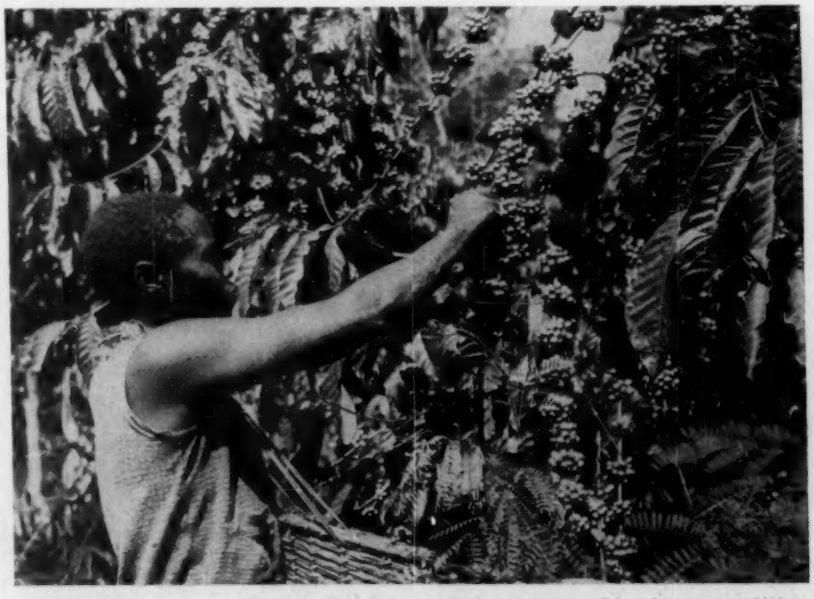
*A partner in the Melton Brothers Implement Co., Mr. Melton has had 25 years experience in the sale and service of all types of farm machinery, both powered and animal drawn. His firm also sells fertilizers, insecticides, and pesticides. Mr. Melton owns and operates a 1,000-acre farm in Arkansas specializing in cattle, soybeans, cotton, and small grains.*

In some areas there are possibilities for water development to be used for irrigation. The Rift Valley is said to have two million acres of fertile land that can be irrigated. If this program should develop there would be a great demand for earth moving equipment, pumps, pipes and much other equipment in which the U.S. enjoys technological superiority.

Likewise, demand for fertilizers in East Africa should expand. At present only a small proportion of fertilizer needs are imported from the United States. U.S. interests might investigate this market to attempt to obtain a competitive share of this growing business.

Changes in the agricultural organization brought about by general advancement in East Africa will largely result in two trends:

1) European-owned units will lean towards a higher amount of mechanization



**UGANDA: This picker is gathering beans of coffee, one of the country's principal exports; the 1961 crop amounted to about 91,000 tons, mostly robusta. Other cash crops were tea, tobacco, ground nuts.**

On these units, the tendency will be to reduce labor forces as far as any specific amount of work is concerned, and increase mechanization. Interest has already been expressed in mechanization of the entire program with seeding cultivation, weed control through spraying, and harvesting.

2) African units, as a whole will continue as small land holdings; however, farm machinery custom work will be carried out through the organization of cooperating societies and some mechanization can be expected. At present, this mechanization is apt to be limited to plowing and ground preparation as there is still a large supply of labor. Mechanized cultivation and harvesting however remains a longer-term possibility as cooperative societies increase in scope and activity.

### Group mechanization

In anticipating potential markets in farm machinery, a number of factors need to be considered. It is quite evident that within developing countries such as Kenya, Tanganyika, and Uganda, there will be an increase in the amount of farm machinery used. In both Uganda and Tanganyika this is already apparent in direct Government programs for the importation of farm machinery, particularly tractors. Mechanization on such units will be largely on a group rather than individual basis.

The principal difficulty in selling U.S.-manufactured farm machinery is that many of the U.S. companies have established factories abroad. These companies sell many items in East Africa at prices less than those offered by firms located within the U.S. Consequently, the principal opportunity for sales of farm machinery lies in a limited number of items which are not being produced as effectively elsewhere, such as specialty items —corn cultivators and harvesters.

The U.S. is also competitive in the large earthmoving equipment, and promotion in this field could be remunerative. There are also some opportunities in the sale of sprinkler irrigation equipment, including pumps and sprinkler lines.

It should be pointed out, however, that one of the basic difficulties in the sale of machinery in newly developed countries is the necessity of maintaining a proper supply of parts as well as a proper service organization.

If U.S. companies make an effort to provide services and spare parts for their agricultural equipment they will enjoy a favorable market for their product in East Africa.

ZANZIBAR: His Majesty, Seyyid Jamshid bin Abdulla, Sultan of Zanzibar, welcomes Mission leader when group calls at Palace. Also pictured: U.S. Consul Frederick Picard (l.), and member Jake Simmons.

MARKET FOR DRUGS, PHARMACEUTICALS

# Drug demand in East Africa offers lucrative market to U.S. suppliers; local production of medicines begun

## Africans consume greater share of pharmaceuticals today as area moves from subsistence level to a market economy

By WILLIAM ROBERT KAPP
*Pfizer International, New York City*

Drugs and pharmaceuticals have a lucrative and growing market in East Africa.

WILLIAM R. KAPP

Until recently, this market has been supplied almost entirely by imports coming primarily from the United Kingdom, with other European countries such as Germany, France, and Italy furnishing increasing amounts.

Imports from the U.S. have been almost non-existent although some have come in recently. On the other hand, many American brand names are found in the market which has been covered for the most part by the British subsidiaries of U.S. companies.

There has been increasing local production of patent medicines—cough preparations, tonics, analgesics, ointments and liniments which find a steadily expanding market among the African population. At least four East African firms are now engaged in this activity, while others, including the local sales organizations of overseas companies, prepare to follow suit.

An estimate of the present East African pharmaceutical market would run perhaps $13.8 to $14 million at the retail

### the author

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level. Of this figure, some $12 million would represent imported products, with $1.8 to $2 million reflecting the locally manufactured patent medicines. The imported drugs would divide about evenly between ethical preparations and the proprietary, or patent medicines.

Thus, the greater share of the pharmaceutical market from East African countries goes to the patent medicine group. With these consumed mainly by the African peoples, there should result an even greater market for such products as more and more Africans move from a subsistence level into the market economy.

Imports amounted to $6.7 million at c.i.f. port value in 1962 compared with $6.4 million in 1961. During the first quarter of 1963 drug shipments into East Africa continued at an annual rate equal to the 1962 figure, although up 7% over the first three months of last year. For the most part, these products reach East Africa via ship to Mombasa, Kenya, or Dar es Salaam, Tanganyika. Those for Uganda are transshipped from Mombasa. Some arrive by parcel post. There are virtually no imports by air on a continuing basis.

## For Government account

A closer analysis of the market figures indicates that about half of the estimated total of $3.8 million (c.i.f. port value) of ethical imports—some $1.9 million—consists of ethicals for Government account. These are usually purchased through Government tenders offered by the Crown Agents in London, an increasing number of which have been won over recent years by Italian and other European suppliers.

Governmental purchases pay no import duty and are dispensed through the government hospitals. With this in mind, the private sector thus accounts for $1.9 million (c.i.f. port value), or $3.8 million at the retail level. European and Asian segments of the population constitute the major consumers in this sector. The African is starting to buy such items, or receives them from dispensaries in the government hospitals and also from those maintained by many of the larger companies operating in East Africa as well as the Missions. As stated above, he primarily depends upon patent medicines at the present time, insofar as he takes medicinal products.

Kenya represents the largest portion of the pharmaceutical market in East Africa, accounting for somewhat under half of total consumption. Far and away the greater part of ethical drug preparations would be sold here. Kenya would, therefore, take up some $6.9 or $7.0 million of the total volume at the retail level. Tanganyika and Uganda consume possibly 25% each, around $3.5 million each at the retail level. The position of Zanzibar is a small one, the market absorbing perhaps $50,000 of all types of medicines in a year.

In light of the growth of the East African economy, Nairobi, the capital of Kenya, easily has become the chief center for distribution of drugs throughout East Africa as well as the headquarters for the distribution of imported drugs, and for those overseas firms carrying out their own sales and manufacturing operations in East Africa. Three of the four major producers of patent medicines maintain plants here—Kenya Overseas Co. Ltd.; D. D. Patel & Co., Ltd.; and Philipsons, Ltd. The fourth, Opa, is situated in Jinja, Uganda.

## Distribution

Distribution of medicines in the four countries of East Africa is effected by van or railroad from Nairobi, the commercial hub of the area. There is not much shipment by air; some by parcel post. Since much of the activity focuses in Nairobi, local delivery can be made by messenger on motor scooters or bicycle to the retail outlets. Goods are obtained from the stocks maintained by a distributor of a particular company or from the warehouse of a firm with its own local organization.

In the proprietary field, distribution activities are also carried out by means of vans sent from Nairobi equipped with loudspeakers which travel about promoting the various brands, and likewise make sales—mainly for cash—from supplies brought along for the purpose. The procedure was introduced six or seven years ago.

In this fashion, many "dukas," as small shops throughout the region are called, can easily maintain their supplies. Some of the more popular patent medicines move rapidly to the consuming public, mainly African, by this method. Up to the present, the "dukas" have been operated mostly by Asians, who are said to carry on almost all the retail activity in East Africa. However, Africans are now beginning to own and operate these "dukas" in expanding numbers, and this trend will undoubtedly continue.

There are no wholesaling operations in the drug field in East Africa, as the term is understood in the U.S., although there are tendencies in this direction. For example, four firms in Nairobi may well be described as in the wholesale field—Grayson & Co., Ltd.; Howse & McGeorge, Ltd.; J. L. Morison, Son & Jones, (East Africa), Ltd.; and Wardles, (Wholesale), Ltd. But these houses are likely exclusive distributors for particular firms, many of them American supplying East Africa indirectly from the U.S. via the U.K., or, until recently, from South Africa.

KAMPALA VISIT: Mr. M. M. Ngobi, Acting Prime Minister of Uganda, right, and Ambassador Olcott Deming at a Reception for Mission members November 21st. Others, Mssrs. Simmons, Melton, Blankenheimer.

The East African representatives will consequently assist their principals in promotional activities and other services. At the same time, these houses serve as agents for many other drug and pharmaceutical lines of American, U.K. and European origin. In this connection, they merely maintain stocks and reflect more a true wholesaling character. They do not promote and only fill orders as received from the trade.

The four main companies listed above have, in some instances, maintained retail outlets, but they are gradually retiring from this field.

Besides the chief wholesalers, there are perhaps another twenty or so firms carrying out a wholesaling function; that is, bringing in stocks of medical goods for resale. They are small and their total volume together does not approach that of the big four.

## Pricing

Prices for medicines in the private sector in East Africa can be worked back from the retail level. Drugs in chemists' shops, as pharmacies are known, are marked to allow around 33⅓% to the chemists; the exclusive distributor may receive 20-25% off the resulting figure, but for this he must pay for promotional and related services; a simple agent for a product might secure only a 10% commission. Landed costs in Nairobi and elsewhere likewise include 5% allowed for transportation from Mombasa, or Dar es Salaam in Tanganyika, 3% port handling charges and any import duties that may obtain.

Another consideration is the cost of shipping ex country of origin and any charges for forwarding from inland points to port in country of origin. Thus, U.S. suppliers of pharmaceuticals who quote f.a.s. prices to potential representatives or customers in East Africa do not provide meaningful information to their customers. They should endeavor to quote at least f.o.b. U.S. port, or c.i.f. Mombasa or Dar es Salaam. From this may be developed a rate structure which will enable the purchaser to determine whether the goods offered are competitive in a highly competitive market place.

Also in the pricing field, it may be noted that hospitals buying pharmaceuticals receive 25% off the retail price, while doctors can obtain a 15% discount. Certain physicians in East Africa maintain small stocks of drugs which they employ in treating patients in their offices rather than sending them to chemists shops. Cost of the drugs is included in their bills to the patients.

TANGANYIKA: President Julius K. Nyerere (left) greets Ambassador William Leonhart (center) and members of the U.S. Trade Mission when they paid a courtesy call on him at the State House during their visit.

Ethical pharmaceuticals in the four countries in East Africa—antibiotics, sulphonamides, narcotics, and the like—are closely controlled and require a physician's prescription. Legislation and regulations governing their sale by the chemists shops were established under the Poisons and Pharmacy Act of 1956-1957. In turn, this reflects similar controls in Great Britain.

Each chemist must have a qualified pharmacist to handle these drugs. Under the system hithertofore existing, pharmacists in East Africa have had to qualify as pharmacists in the U.K. The advent of independence is changing such rules and pharmacists from continental Europe are reportedly coming soon to East Africa. Following Kenya's and Zanzibar's independence in December others will probably plan to come.

Hospitals, especially governmental and mission institutions, occupy a significant role in the consumption of medicines in East Africa.

Mission hospital have an important place in the dispensing of medicines in East Africa. They are not, however, large purchasers from the commercial sector. Due to limited available funds, they look for supplies which they buy from government hospitals at a price nominally about 10% over the government cost, or which come as charitable contributions from welfare organizations and drug companies overseas.

In conclusion, it may be said that the market for drugs and pharmaceuticals in East Africa is a growing if small one. It may be expanding at a 5-10% rate per annum, both in the ethical and patent medicine areas. In the latter area, commercial drug companies will find their most profitable operations in the years immediately ahead. This will come about as the African enters the market economy in greater numbers and acquires a knowledge of the various branches of patent medicines available.

Many U.S. pharmaceutical firms are already in the East African market indirectly from England. Some exports are now coming from the U.S.

For a proper share of an admittedly competitive market, U.S. drug suppliers must be prepared to work closely with a good distributor who will help to promote their products, or establish their own local sales and manufacturing operations. This will apply to both ethical and patent medicines. Some American companies are already in the field, and still others are reported ready to enter. In any event, there is a market worth examination on the spot by interested U.S. exporters and businessmen.

# East African industrial firms look for goods for railways, harbors, highways

## U.S. equipment manufacturers could supply light machinery; industry still young, but rapid expansion is expected

By GRANT L. THRALL
*Ballagh & Thrall, Philadelphia, Pa.*

The international trade pattern of East Africa is historically with Great Britain, India and Europe. The U.S. is far behind.

GRANT L. THRALL

Few Americans, outside big game hunters and a handful of tourists, have visited this part of the world and only a sprinkling of businessmen have taken the time to properly assess the likely demand for American equipment.

Commercial imports are almost exclusively in the hands of the British and Asians, the latter second and third generation Hindus and Muslims who have migrated here from Western India. There are very few Africans in these three countries presently qualified to carry on international trade.

The British firms presently dominate the imports of equipment and machinery for the agrarian economy. The Asians are strongest in consumer goods imports which they distribute through a network of small retail shops scattered throughout the area, also owned in good part by Asians.

Both these groups—with an eye to the future—encourage Africans to infiltrate as trainees.

American firms interested in reaching this market should take this factor into consideration, favoring groups with African participation who will take an important place in the growth pattern of the future.

It is well to consider the entire area as a unit when setting up distribution. One good firm should be appointed to deal directly with East Africa and not through South Africa, Great Britain or Australia, as in the past. The local people deeply resent American indifference to their commercial needs, and now as they take their place in the free nations of the world they will insist on dealing direct.

In Tanganyika, a new type of distributing outlets is being organized that may well be a pattern of the future. COSATA is a Cooperative Supply Association managed by Israelis as a wholesale-retail chain, throughout the country, to help bring consumer goods and light agricultural equipment to the African at the lowest possible cost.

INTRATA, organized originally by a Dutch group, concentrates on heavier equipment with several branches in important trade centers. Both groups, while presently organized by foreign personnel, are expanding with Government funds and are busy training young Africans in business procedure. These groups are seeking exclusive arrangements with U.S. equipment manufacturers.

There is a common market with equalized customs treatment and a common currency throughout the three countries. Consequently a single agent in one country and branches in the others will serve quite satisfactorily as a representative for U.S. equipment.

The market for industrial equipment should also benefit through procurement under the U.S. AID program. U.S. equipment manufacturers will be wise to seek out responsible representatives now to take full advantage of this situation.

In every place visited by the Mission, there was a general complaint of U.S. prices and a reluctance to quote c.i.f. prices. This is a normal reaction in new markets and not always substantiated, although few U.S. companies will offer c.i.f. prices as initial quotations. The U.S. is handicapped by lengthy trade

TANGANYIKA: Capital and principal port, Dar Es Salaam (Haven of Peace) has population of 128,750.

### the author

*Mr. Thrall is Chairman and Executive Vice President of Ballagh & Thrall, President and Director of Balthex International, Ltd., and Vice President and Director of the Ballthrall Trading Co. Upon graduation from Colgate University, Mr. Thrall joined the National City Bank of New York. In 1930, he entered the Department of Commerce Foreign Service and had tours of duty in Argentina and Uruguay.*

routes to reach this market and American suppliers should study the ocean tariff classifications carefully to find ways to quote competitively. American suppliers can do best price-wise in items that sell well in highly competitive markets as in Europe, Great Britain and Japan where there has been some major success in recent years.

Initial quantities will be small and U.S. suppliers should give attractive discounts in anticipation of a growing demand.

The major demand for American equipment should be in heavy capital goods for the railways, harbors and highways. East Africa's requirements are presently obtained through the common services who place their purchases through the Crown Agencies in London.

Information on large tenders are available through the Crown Agencies representative in Washington, D.C., but actual purchases are usually from traditional suppliers in Great Britain. This will change in time as Africans are trained to fill these jobs. Interested U.S. companies should watch for desirable tenders, as only through persistent action can they break this existing log-jam.

### Equipment for new industry

The demand for lighter equipment for new industries now in the making is far more encouraging. The local European or expatricate community has done well in this field, but the larger Asian community, with accumulated wealth from other sources, is making an important move in this direction. The Asians are particularly discerning in the selection of machinery for these new industries that will open the way for U.S. equipment.

Representatives of U.S. companies in this area must be encouraged to go after this business aggressively, particularly where there is some price and quality advantage, specifically in such items as domestic and commercial refrigeration, industrial oil-burning equipment, oil burners and packaged boilers. There is considerable local interest in plastic extrusion of film to package produce, and pipe for irrigation.

Water pumping apparatus for irrigation and farm use will increase in demand as electricity reaches the rural areas still supplied by diesel-driven generators. Prevailing electric specifications are 220/240 volts 50 cycle 1 phase.

Industry in East Africa is still very young but should grow rapidly. Some of the industries already operating satisfactorily are the following—cement, soaps and shoes, knitwear, woolen blankets, twine, matches, bottles, metal cans and boxes, cooking utensils, fruit and vegetable canning. The brewery business —as in most countries, flourishes here. All these firms need new and improved equipment and many other industries are under consideration or survey.

Most of these Governments are working on period plans that cover hopes and dreams of the industrial future. U.S. companies would do well to review these plans as published to glean the future equipment requirements.

New industry involving employment of any consequence is required to get Government approval, as the separate Governments are careful to properly space the location.

Imports of certain items are under strict control, for foreign exchange reasons, but it is the ideal time for U.S. industry and exporters to take a hard look at this part of the world.

**FIELD FOR U.S. INVESTMENT**

# East Africa's potential market offers diverse future rewards for private American investors

## U.S. business urged to turn attention to this area where governments, people welcome American know-how

By ERASMUS H. KLOMAN, JR.
*American Metal Climax, Inc., New York City*

East Africa offers a considerable number of promising potentialities for profitable enterprises financed by foreign capital.

ERASMUS KLOMAN, JR.

Opportunities for private investment range from the small-scale to larger enterprises requiring substantial capital; and from primary agricultural production to manufacturing industries based on modern technological know-how.

There is little doubt that within the foreseeable future various sectors of the East African economies will advance to a more highly developed, productive level. Without attempting to answer the difficult and highly controversial question whether East Africa can expect to reach the "take-off" point to economic growth in any given number of years, it may nevertheless be said with certainty that the economic development of East Africa is going to proceed apace.

Those who invest capital and technical/managerial skills in this process can expect to win substantial if not exceptionally high rewards for their enterprise.

Equally apparent is the fact that East Africa already attracts and will continue to draw investment from a wider circle of foreign countries than in the pre-independence era. West Germany, Italy, Belgium, France, Israel, Japan, India and both Chinas show varying degrees of interest in securing financial stakes in the economic development of the East African countries. Moreover, many British companies already heavily invested here are diversifying their investments, shifting from strictly commercial to industrial fields, all with a view towards reinforcing and safeguarding their positions in the new African economies.

### Few U.S. products

The most notable characteristic of the American business presence in East

### the author

*Dr. Kloman is an Assistant for Foreign Investments in the Office of the Chairman of American Metal Climax, Inc. From 1949 to 1953, he was a Special Assistant to the Assistant Secretary of State for Public Affairs. In 1962 and 1963 he was an instructor at the City College of New York, lecturing on the independent States of Africa.*

Africa is its relative insignificance compared to active interest shown by most of the world's other industrialized nations. Although the U.S. enjoys as much if not more goodwill here than any other nation and although U.S. products and production techniques are highly respected, relatively few companies are established or seek to enter the East African market.

By American business standards this market may not reach significant proportions for a number of years to come. But those who establish their companies and products early will have a decided advantage over late-comers.

The question of the size of the East African market, which is one of the keys to an appraisal of the investment climate cannot be answered with absolute certainty at this moment. Much hinges, of course, on whether the three separate countries can find some acceptable formula for uniting on a regional or federal basis. The political leadership of each country has demonstrated full awareness of the importance of unity and a desire to move in that direction.

Experience throughout the world demonstrates that the more time allowed to nourish national loyalties the more difficult it becomes for nations to unite. Competitive nationalisms here might even threaten the common economic institutions making up the existing common market. Fragmentation of the substantial degree of economic unity already achieved would seriously undermine the investment climate.

Fortunately, East Africa's political leadership consists mainly of responsible and dedicated men who will make every effort to maintain and strengthen existing unity. But exceptional statesmanship will be required to surmount the forces which lead governments and peoples to place national interests above the common interests of an unformed community.

The East African governments, like all other African governments, are extremely anxious to attract foreign private investment. Towards this end, they are considering and have already enacted some legislation which offers attractive inducement to overseas investors. In fact, the Tanganyika Government signed an AID Investment Guarantee Agreement with the U.S. during the course of this Mission's visit to Dar es Salaam symbolizing the sincerity of Tanganyika's interest in attracting U.S. capital.

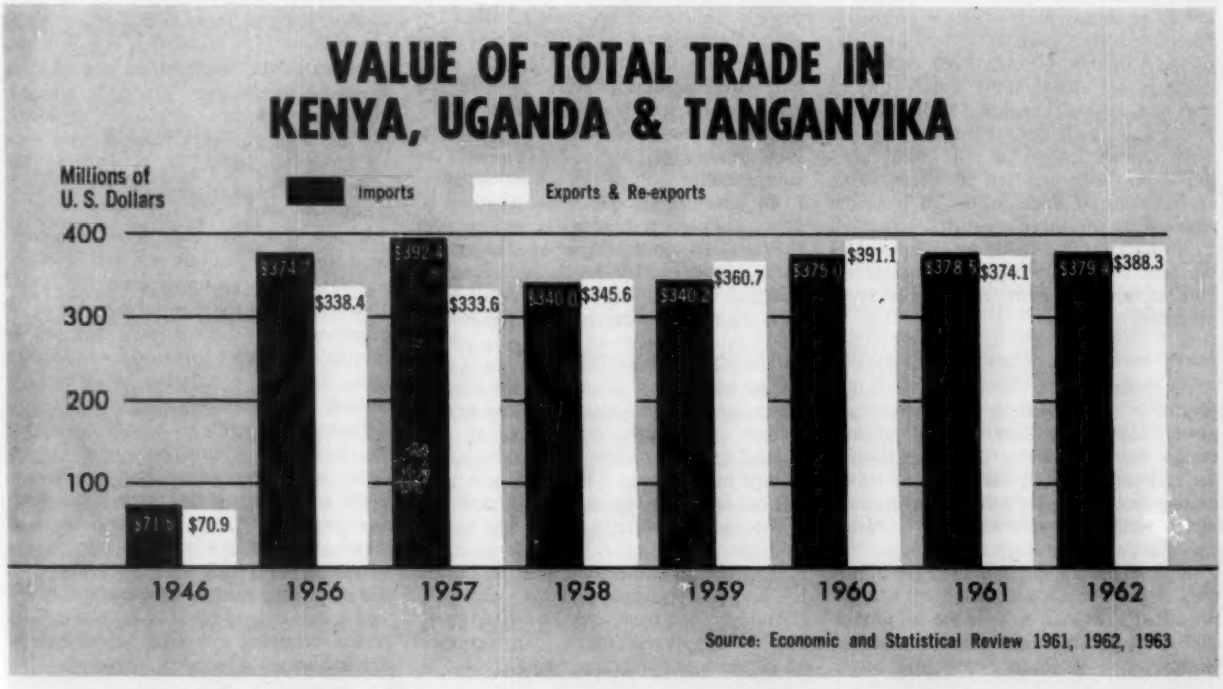
Similar agreements are under discussion with the Uganda and the new Kenya and Zanzibar governments. Of course, the investment climate in developing countries is a reflection not only of official statements and laws of government but also of the attitude and actions of the nation as a whole towards all private capital. East Africa shows indications that it is learning the lessons of experience in other African states which have suffered economically from a deterioration in their investment climates.

Kenya is the most advanced in respect to development of industry and modern agricultural production. Nairobi is the commercial, industrial and financial hub of the entire region and Mombasa is by far the largest port. Kenya has the highest per capita income although distribution is far less even than in Uganda and Tanganyika. Its imports ($193 million in 1961) exceed in value the combined imports of Tanganyika and Uganda, but it alone of the three has an unfavorable balance in external trade.

Kenya is the least endowed with known mineral reserves. Its greatest economic problem for the future stems from the combination of a rapidly growing population and a serious shortage of arable land. Unemployment and underemployment are already serious problems which threatens to become more severe as large numbers of school-leavers swell the ranks of the work forces each year. The threat to future political stability posed by this situation needs hardly to be underscored.

What should be emphasized, however, is the relatively hopeful political climate and the constructive attitude of moderation on the part of Kenya's political leaders as they approached independence.

Tanganyika, in contrast, relatively poorer in both gross product and per capita income, has no shortage of arable land. Having had a far smaller European settlement than Kenya, it avoided many



of the difficult problems of race relations which Kenya still faces. The social tranquility and a conscientious dedication to hard work on the part of the country's new civil service all bear witness to wise and responsible political leadership.

The cooperative movement is more highly organized in Tanganyika than in any other African country and could provide a most useful mechanism for economic advance provided it does not weaken itself by too rapid expansion and diffusion or too much Government direction and control. American business interests would do well to investigate the opportunities for joint ventures in collaboration with cooperatives in view of the special place which this form of enterprise occupies in the Tanganyika economy.

Of the three countries, Uganda merits special consideration on several counts. Geographically, it is well placed for servicing not only the markets of East Africa but also the interior markets of Central Africa. In its human resources, Uganda has benefited from the relatively long exposure to both missionary and civil influences from Western sources. It is noteworthy that Kampala was the site of the first East African university, Makerere, which formed the base for the recent establishment to the University of East Africa with branches in all three countries.

Influences from the Western world when brought to bear upon an enterprising and resourceful people, have helped to create an atmosphere which is peculiarly receptive to the spirit of American enterprise. Although Uganda's per capita income is not substantially different from that of Kenya or Tanganyika, the Mission found in Uganda quite a number of business representatives of the indigenous population who are well advanced along entrepreneurial lines. Although it is the smallest of the three countries, it is well endowed in arable land, an exceptionally pleasant climate throughout large areas, and, as noted, human resources of great potential.

## Investment opportunities

As noted at the outset, the fields for profitable investment in East Africa are quite varied. The East African governments wisely recognize their dependence on agriculture as the base of their economies, but welcome outside investment which will introduce whatever industry the economies can support.

They place special emphasis on industries based on the processing of locally-produced raw materials in the hope that such a logical approach towards industrialization will produce new and better employment opportunities, additional tax revenues and, in some cases, foreign exchange earned from export.

Investment opportunities which fall under this category include the following: Processing of foodstuffs (meat, fruit, vegetables, sugar); processing of sisal; manufacturing of wood, pulp and paper products from local timber; coastal and inland fishing and fish processing; textile and clothing manufacture from locally-produced cotton and wool and synthetic fibers. (The plans to build one American-owned and one German-owned mill in Tanganyika should be taken into account in considering the increasingly competitive textile market. A large number of firms, both foreign and domestic, have shown an interest in a market which now accounts for annual textile imports of approximately $17 million).

Additional opportunities in fields not directly related to locally-produced commodities are to be found in the following industries: Building and construction (housing, office and industrial sites, roads and ports as well as manufacture of cement blocks and bricks; existing cement plant capacity already meets market requirements); plastics; small-scale consumer goods industries; glass and bottle manufacture; fertilizers; assembly industries (agricultural implements, motor vehicles, bicycles); service industries, banking, insurance.

The opportunity for investment in the tourist industry of East Africa holds considerable potential. Wild game is being rapidly obliterated on most of the Continent except for East Africa where large reserves are maintained. The East African governmental policies of wild life conservation together with the unusually pleasant climatic conditions in the highland areas suggest promising prospects for substantial growth of the tourist industry.

Opportunities for U.S. firms are to be found in hotels and motels or lodges (particularly in locations near the game parks); and tourist travel (including, in addition to providing regular tourist services, the management of safaris).

## Farming opportunities

The withdrawal of some of the former European settlers, particularly the British settlers' departure from Kenya, has opened an opportunity for Americans to engage in agricultural production in East Africa. Such production, to be acceptable to the host government and people, would in most cases, need to be large-scale, highly mechanized and geared to export markets and foreign exchange earnings. Farming is far from easy in East Africa, but well-managed farms can produce good yields in favorable years.

Opportunities in this area include: production of such traditional crops as coffee, tea, sisal, cotton; and cattle ranching.

Like most other developing nations, the East African governments favor joint venture investments which permit foreign capital and technical/managerial know-how to collaborate with local capital, either private or public or both. The East African countries are all capital-poor. Such capital as does exist is almost exclusively in the hands of the ex-colonial business community or the Asians who dominate commerce and who, in some cases, hold substantial savings.

Almost no Africans possess capital resources and very few qualify by experience or training to assume positions of executive or managerial responsibility. The manpower problem will be somewhat alleviated by the return of East African students studying abroad, though many of these will be entering government.

It will be a good while before entrepreneurial groups, such as those which were found in West Africa even before independence, are developed in East Africa. Skilled and semi-skilled labor is also in extremely short supply. The training of Africans for positions of progressively increasing responsibility and authority is essential to the success of foreign businesses operating in this area.

East Africa as a field for U.S. investment has suffered from the lack of knowledge and interest by the U.S. business community in an area which seemed remote and of slight economic consequence. Today, it is no more remote than many areas where U.S. business is engaged. But the area is still regarded as one of only marginal significance. The U.S. business community is thus in danger of losing out to other foreign investors who may be more perceptive in recognizing the growth potential of one of the last new frontiers.

If new U.S. investment is not forthcoming here, American business will be losing out not only in an opportunity for favorable returns on risk capital but also in an important market for exports. For just as investment follows trade, so trade follows investment in a relationship which is entirely interdependent.

East Africa, with its highly developed structure of common economic institutions, is an area of pivotal significance in the economic development of the African continent. If the American business presence is not strengthened here in the near future, the U.S. business community will be placing itself at a serious disadvantage for the long-run future when East Africa becomes a market of economic significance.

SCHEDULE 1 WITNESS: Animal and Vegetable Products—first of eight Tariff Schedules of the United States (TSUS)—was on the docket as this industry spokesman testified at Washington hearings. Weighing his words are (l. to r.) Commissioners Culliton, Sutton, Dorfman, Talbot, Schreiber, and Fenn.

# Insiders take the stand

## Market-sense of 'men who make free enterprise work' sparks trade hearings

By STANLEY LICHTENSTEIN
*Staff Writer*

WASHINGTON—The impressive array of witnesses—business, farm and labor spokesmen, and others—turning out for the "Public List" trade hearings has already testified eloquently to the significance of the occasion.

These witnesses—numbering at least a thousand for the 4 months (December 1963 through March 1964) of scheduled Trade Information Committee hearings, and another 1,500 for parallel Tariff Commission hearings—are on hand to help their government tune up for the forthcoming Kennedy Round of GATT (General Agreement on Tariffs and Trade) negotiations. They are lending their time and talents from considerations of enlightened self-interest and concern for the national welfare in an economically interdependent world.

The hearings are being held because "it is impossible for government officials to match the market-place knowledge of the men who make free enterprise work" —as Christian A. Herter, the President's Special Representative for Trade Negotiations, observed last fall. In all parts of the hearing rooms in these opening weeks, participants have shown an awareness of high-policy questions lurking behind poetically abbreviated headings like "TEA" (Trade Expansion Act) and "TSUS" (Tariff Schedules of the United States), not to mention spicy details like "Live Birds: Chickens, ducks, geese, guineas, and turkeys: In the downy stage with quills not discernible."

The current roster of witnesses—in the context of previous hearings before comparable bodies—shows something like a 10% increase in the number of those who advocate moves to level international barriers and create export expansion opportunities. This is the estimate of William H. Rodd, II, Trade Information Committee chairman, who says that roughly 55% of witnesses show concern over proposed cuts in U.S. duties while 45% emphasize overseas marketing potentialities. Mr. Rodd, fresh from a business career highlighted by management-consultant and banking positions, observes that such trend-gauging is necessarily somewhat arbitrary, particularly in an era when business diversification gives many companies and associations an interest in both sides

### Largest ever

"These are the largest set of hearings ever held in connection with trade negotiations. The witnesses represent—at a rough calculation—over 85% of all major industry and agricultural groups in the country. They include corporation executives, labor leaders, trade association heads, Congressmen, Governors, importer and exporter spokesmen, farmers, fishermen—just about everybody you could imagine.

"In the aggregate, they represent an impressive part of the national consensus. We propose to treat their views and information with that fact always in mind."—*William H. Rodd, Chairman, Trade Information Committee.*

of the coin as different products come under discussion.

## Non-tariff barriers

Noting that non-tariff barriers are a major stumbling block in international trade, the TIC chairman observes: "Preparations for this aspect of the Kennedy Round are well under way. The Commerce Department has just completed some 60 industry conferences in an attempt to identify those non-tariff barriers most troublesome to American exporters. Studies are now in progress in our office, in interagency committees and, I am sure, abroad, to nail down the facts in this area and to explore possible formulae by which these complicated problems can be approached."

### Procedure

Hearings of the Tariff Commission are open to the public and are conducted under rules published in Title 19, Code of Federal Regulations. A copy of the Rules may be obtained free from the Secretary of the Commission, 8th & F Streets, N.W., Washington, D.C., 20436, or from Commission offices in New York City (Room 437, Custom House).

A hearing constitutes only one phase of an investigation which the Commission is authorized or directed by statute to conduct. Results are considered by the Commission along with information obtained by other means in the course of the investigation—through correspondence, questionnaires, field work, staff research, and other techniques. The Commission utilizes information from all available sources, including reports and records of other Government agencies.

Any person, individually or by representative, may enter an appearance in a hearing by showing to the Commission's satisfaction an interest in the subject matter involved. The request to enter an appearance must be filed in writing with the Secretary of the Commission. It should be submitted at least 3 days before the date of the hearing; and the name and address of the interested party, of his attorney or other representative, and of each witness who will testify. No register of attorneys or agents who may practice before the Commission is maintained, but anyone desiring to appear as attorney or agent may be required to show to the Commission's satisfaction his acceptability in that capacity.

## Door open

At both the Tariff Commission and the Trade Information Committee, the door is still open for consideration of the proposals and recommendations of interested companies, persons and groups.

WILLIAM H. RODD, II

Mr. Rodd offers his "categorical" assurances that:

"First, no decisions relating to the final composition of the U.S. offering list—except that it will be extensive—will be made until all public testimony is completed.

"Second, all relevant information submitted by industry, agriculture, labor, and importers will be summarized, analyzed, evaluated and used in the decision-making processes which precede the negotiations.

"Third, all pertinent information submitted by the public of use to our negotiators will be made available to them in organized form—and it will be used by them.

"Fourth and finally, it is our express hope, one which we have reiterated constantly, that importers, exporters, industry, agriculture—all groups with useful and pertinent views—submit these to us. We in turn are glad to explain our policies and approaches to any interested party."

## Filing dates

Further Trade Information Committee hearings (in Conference Room B, Interdepartmental Auditorium, Labor Department Building, Constitution Ave. & 14th St., Washington, D.C.) are scheduled to open January 10 (TSUS Schedule 3), January 29 (Schedule 4), February 7 (Schedule 5), February 18 (Schedule 6), March 10 (Schedule 7), and March 26 (Schedule 8). "Final" dates for filing briefs—although briefs filed later will receive consideration as time permits—will be, respectively, December 27, January 14, January 23, February 3, February 24, and March 11. All communications should be addressed to: Executive Secretary, Trade Information Committee, Office of the Special Representative for Trade Negotiations, Executive Office Building, 17th St. & Pennsylvania Ave., Washington, D.C., 20506.

## Tariff hearings

Forthcoming hearings of the Tariff Commission are planned for: January 7-9 (Schedule 2); January 10-28 (Schedule 3); January 29-February 6 (Schedule 4); February 7-14 (Schedule 5); February 17-28 and March 3-10 (Schedule 6); and March 10-27 (Schedule 7). Communications should be addressed to: Mr. Donn N. Bent, Secretary, Tariff Commission, 8th & F Streets, N.W., Washington, D.C., 20436.

For background on the "Public List" of tariff items, see INTERNATIONAL COMMERCE, Oct. 28, 1963, pp. 8-9.

### Structure of TRADE INFORMATION COMMITTEE

***Office of the Special Representative for Trade Negotiations***

William H. Rodd, II, Chairman
Sidney Picker, Jr., Executive Secretary

***State Department***
Four members

***Defense Department***
Two members

***Treasury Department***
Two members

***Commerce Department***
Four members

***Agriculture Department***
Two members

***Labor Department***
Four members

***Interior Department***
Four members

## Executive order creates new export advisory group

The President issued an Executive Order on December 12th establishing a Cabinet level Interagency Committee on Export Expansion. The new committee will advise Secretary of Commerce Luther H. Hodges on export expansion policies and programs.

It will consist of the Secretary of Commerce as chairman, the Secretary of the Treasury, the Secretary of Agriculture, the Secretary of State, the Secretary of Defense, the President of the Export-Import Bank of Washington, the Administrator of the Small Business Administration and the Administrator of the Agency for International Development.

The committee will seek to develop and stimulate a more effective export expansion program, and will work closely with the National Export Expansion Council. It is expected that a Commerce official will be named Executive Director of the Committee within a few days.

## Action report will be published in January

A summary of the first report on actions taken by government agencies, in response to the recommendations of the White House Conference on Export Expansion last September, will be published in International Commerce late next month. The full report will be printed later in booklet form.

The Conference, made up of 285 leaders of business, industry, education, and labor met in Washington September 17 and 18 and returned recommendations on specific areas which members felt were important to export expansion.

### U.S.-Japan Talks Set

The Cabinet-level Joint U.S.-Japan Committee on Trade and Economic Affairs is scheduled to convene in Tokyo Jan. 27-28, 1964, for its third meeting since the committee's formation in 1961. The Jan. 27-28 dates were substituted for the originally scheduled Nov. 25-27 timetable, cancelled because of President Kennedy's death (*International Commerce*, November 25, p. 13, and December 9, p. 30).

# Santa's overseas pack lacks toys from U.S.

**By Neil C. Hurley, Jr.**

**Chairman, National Export Expansion Council**

NEW YORK—The glittering gifts in Santa's pack, as the reindeer sleigh races on shimmering moonbeams to rooftops from Norway to Argentina, might have been made by elves at the North Pole workshop, as far as most of the American toy industry is concerned.

On the United States leg, New York is a treasure house, where bright, dazzling playthings are stored, but when St. Nicholas gambols and dashes away, he takes little with him to the lands across the seas.

Only grown-ups worry about commerce and trade, and few enough of them, but among those that do, in offices and studios, are men and women who produce with wistful imagination the make-believe amusements for the holiday season.

Roll back the curtain and peek backstage, past the tree lights and tinsel, brilliant decoration and the wide, wide eyes of the children. There are those here to whom Christmas is a weary, tired day to rest. There is holiness and love to be sure, but accountants and bookkeepers work late into the night and the clink of computers drowns out the tender caress of the carols.

About $18 or $19 million worth of toys from a billion dollar U.S. assembly line are shipped abroad. Charles Veysey, of F.A.O. Schwartz, this country's swank retail toy shop, a glittering Fifth avenue answer to the French Le Nain Bleu, does not know how much his company exports.

"It is greater than we think," he stated in his office, a retreat thoughtfully placed in a nearby building away from the squall of children shoppers. "Shipping overseas is not a main effort here, but we are not awed by it. However, customers often have us deliver to hotels, or they carry merchandise. We do not know what goes to other nations.

"King Hassan II of Morocco bought so much while in New York recently police blocked off the street in front of the Hotel Plaza so deliveries could be completed."

Several firms deal exclusively in marketing U.S. made toys to foreign lands. One of these, Kramer Mercantile Co., are located on an upper floor at Fifth avenue and 42nd Street.

"It is getting better, much better," said Kurt Feibelman. "Excitement each year for American produced gifts is bubbling the world over like a youngster sitting on Santa's lap. Attend the German toy fair, the oldest and largest in the world. There are more American companies exhibiting than ladies in ice and ermine opening night at the opera.

"Ocean freight draws blood. 50% of the cost of a toy abroad is water transportation. Toys are bulky. We put great energy into packaging, an important element in United States merchandising. A dozen tea sets use eight to ten cubic feet of shipping space, which depending upon destination, could cost $20. Freight from Europe to New York, you know, is less expensive than the same distance going back on the same ship."

Harry Bear, custodian of the most implausible name in the business and the company's president, left two weeks ago for Asia. Bear and Feibelman sell and travel every corner of the globe. There is demand in Japan for juvenile furniture; in Hong Kong for metal toys; Singapore prefers U.S. sand and beach playthings; while Germany, France, Italy, England and the Scandanavian countries fancy this country's novelty dolls.

Every year U.S. molds of the previous season are sold to foreign makers in other countries, which bring home dollars, in a cooperative second stage program becoming common.

# Spring Household Goods and Hardware Fair set in Cologne; U.S. participation asked

**U.S. exhibits recommended as show attracts buyers from all over; sales good at event last fall; 'do-it-yourself' market increases**

The spring Household Goods and Hardware Fair will be held in Cologne, Germany, Feb. 20-23, 1964. U.S. firms are invited to participate.

The Consulate General in Dusseldorf recommends participation by the principal manufacturers in this field in the show. Buyers come from all over the world to see the latest developments in the household goods and hardware industry and often place orders on the spot for items they like.

Held in the spring and fall of each year, the event also offers an opportunity for U.S. manufacturers to establish contacts with German and other foreign business concerns interested in acting as agents or representatives or who want to enter into licensing arrangements or joint ventures.

### 'Do-it-yourself' exhibit

This year's fall fair, held Sept. 5-8, featured a wide selection of colorful and well designed housewares, as well as hardware items. For the first time one hall was devoted entirely to a special "Do-it-yourself" exhibit which was open to the general public.

A total of 1,344 firms from 19 countries displayed their products to 31,540 visitors from 54 countries. Of these, 4,610 came from outside Germany, primarily from the EEC and EFTA countries. The U.S. was the second largest foreign participant (after France) and occupied 10th place among visitors from abroad.

Articles suitable for Christmas gifts, such as mixers, blenders and electric grills, sold quite well, according to the Consulate General. Tools for the building industry had a ready market, and sales of "do-it-yourself" tools were stimulated by the special exhibit.

Exhibitors of refrigerators and deep freeze equipment rated business as satisfactory. Dishwasher manufacturers reported considerable increased interest in their equipment because of an intensive advertising campaign launched before the fair opened.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

The Consulate General reported that from the experience of the exhibitors of U.S. products at these fairs in the last two years, West Germany continues to offer good opportunities for the sale of various U.S. household goods and hardware products.

This is borne out the following facts:

- At each successive fair in recent years an increasing number of U.S. household goods and hardware items are being exhibited.
- At the 1963 fall fair the number of exhibitors displaying U.S. products ranked second after France, among the foreign participants.
- Practically all U.S. exhibitors and their agents report continued interest by German and other European buyers in selected U.S. household goods and hardware items.
- In almost all instances, U.S. products are reported to be competitive in price with comparable products of European manufacturers.

## Conference set in Palermo on road traffic techniques

Interested in making U.S. road safety equipment known to Italian and European traffic administrations?

A good chance to do this will come next spring when the Automobile Club of Italy will sponsor an international conference on road traffic in Palermo.

The May 4-10, 1964 event will be attended primarily by traffic authorities of Italian cities and towns. European traffic organizations concerned with traffic equipment and techniques are expected to send representatives.

# Hotel equipment fair scheduled in Paris; U.S. firms invited

**Specialized equipment from U.S. expected to find 'ready market'**

U.S. manufacturers should seriously consider participation in the 11th Technical Show of Hotel Equipment in next fall in Paris, the U.S. Embassy states.

The show will be held Oct. 8-19, 1964. Specialized equipment, the Embassy says, should find "a ready market."

At least two large hotels are now under construction in Paris; these will undoubtedly attract attention to U.S. equipment, the Embassy says. In addition, new self-service establishments, particularly stores and cafeterias, are being opened on the pattern of U.S. establishments.

The Embassy feels that U.S. manufacturers might consider organizing a joint exhibit, such as showing a hotel suite completely equipped and decorated in American style.

This specialized show annually presents a comprehensive display of equipment used in hotels, restaurants and cafeterias. It is well advertised throughout France and is visited by owners and operators of the above institutions as well as by officials of educational institutions, amusement hall owners and persons active in tourism.

The 10th show, held Oct. 10-21 at the Porte de Versailles, drew an estimated 100,000 visitors. A total of 350 exhibitors displayed products of 600 trade names.

Information on the show next fall may be obtained from Miss Rachel Gensburg, Salon Technique International de l'Equipement Hotelier, 13 rue de Liege, Paris. Reservations may be made directly with Miss Gensburg.

### ANTIQUE MARKET

The 3rd International Market Exhibit of Antiques, organized by the Association of Italian Antique Dealers, was held in Florence Sept. 14-Oct. 14. The third edition of this biennial event, which is held for cultural and commercial reasons, included 119 exhibitors and attracted about 100,000 visitors. Sales reportedly amounted to several billion lire.

# Wave of optimism carries Ecuador's economy forward; automobile import ban lifted

## New laws aim to modernize business, stimulate private sector; imports running considerably ahead of 1962—should go higher

The third quarter was a period of business confidence in Ecuador. There were signs that the economy was moving to a higher level of activity with encouraging reports on new investment, commerce, and agricultural exports.

The sucre has continued to improve on the free exchange market and is now separated from the official rate by only about 4 percentage points.

Central Bank foreign exchange transactions indicate an increase in both imports and exports during the first 8 months of 1963, with imports increasing at a faster rate.

However, international monetary reserves increased sharply in August and September and higher exports during the balance of 1963 are expected to carry reserves above the year-end 1962 figures.

Central Bank credit expanded slightly during the quarter and on September 30 was 2% (or 32 million sucres) above the corresponding date of 1962. Credit extended to the public increased 16% over the 2nd quarter, largely to finance exports of coastal agricultural products.

Both the Central Government and public autonomous agencies reduced their indebtedness to the Central Bank during the quarter. Private bank deposits continued to increase, although at a slower rate, while the level of private bank loans was virtually unchanged from the previous quarter. Means of payment available to the public increased 8% over the quarter, reflecting growth in real income and greater confidence in money.

### Password is "confidence"

Although one Quito bank reports that business is continuing at a moderate pace, without "receiving the necessary impulse to give it more life and move toward prosperity," the word confidence is widely used by Ecuadoreans in describing the present situation.

**Sources**

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

In Quito, merchants almost uniformly reported considerably improved conditions over preceding years, and they informally estimate that trade is between 5% and 40% better than in 1962. Collections are reported to be proceeding satisfactorily, with most firms looking forward to an active pre-Christmas season.

### Inventory buildup

In Guayaquil, the buildup in business inventories which started during the second quarter of the year continued during the third. Local businessmen characterize this buildup as seasonal and typical of previous normal years.

Both cement and paint sales, which are believed to be good indicators of business conditions in the Guayaquil area, increased over the last year. Cement sales are reported 22% higher. Although last year a large percentage of sales were to Government-financed projects, most sales this year were to private buyers.

Foreign collections remained quite good and an improvement has been noted by several companies in their domestic collections as well. These favorable business conditions were reflected by a 25% increase in imports during the first 8 months of 1963.

The Government has taken a number of steps to improve levels of commercial and economic activity. Probably one of the most important actions in this area was the October 21 removal of the prohibition on passenger car imports, in effect since January 1962. The action, accompanied by a pronounced increase in tariff levels applicable to such vehicles, was taken primarily to secure increased customs revenues for the Central Government and is expected to produce exactly this result. At the same time, since the prohibition on car imports was regarded as a means of bringing home to the average Ecuadorean the need for "austerity" last year, freeing the import of autos can be expected to strengthen the general air of good feeling pervading the business community.

### Stimulants

The Government has also put into effect a number of measures seeking to modernize the Ecuadorean business system and stimulate participation of the private sector in the country's economic development. Included in the more significant recent legislation are a law of checks, which restricts the use of checks as an instrument of credit and seeks to make them solely a medium of payment; a law which permits the establishment of investment companies (companias financieras); an amendment to the Banking Law, which seeks to encourage Ecuadorean Banks to enter into long-term investment-type loans; a further amendment, which permits banks to invest in investment companies (companias financieras); a law establishing compulsory commercial arbitration, with such arbitration to be carried out by chambers of commerce; and a law permitting the establishment of cooperative banks.

Extensive publicity given to release of the country's 10-year development plan and efforts being made by the National Planning Board to present summaries of the plan to the various chambers of commerce, agriculture, and industries, both in the sierra and in the coastal regions, have probably also contributed to the optimism generally prevalent in the business community.

All indications point to exportation of about 40 million stems of bananas during 1963, with continued expansion of markets in Japan and Europe. The outlook for Ecuadorean banana exports during the next several years remains extremely favorable.

Recent blowdowns in various banana-producing areas outside Ecuador promise to reduce competition during the next few years. The export market for bananas has been so strong that the unexpected situation of insufficient production to meet demand has been occurring with increased frequency.

Exports of Ecuadorean cacao have increased 12% in value and 3% in weight during the first 8 months of 1963.

Drought conditions in Manabi have resulted in a decrease in the coffee crop and exports during the first 8 months dropped 18% by weight and about 24% in value.

The import picture shows a noticeable increase for the first 2 months of the third quarter, running about 7 million sucres ahead of the same period of 1962. The figure for import permits liquidated, which does not necessarily reflect actual imports during the quarter, stood $7.1 million above 1962 data.

### Still higher

Ecuador's over-all import figure will probably show a greater increase in the fourth quarter of 1963 and the early part of 1964, with the importation of automobiles now being permitted.

Ecuador has adopted what it calls a more realistic attitude concerning its relationship to the Latin American Free Trade Association (LAFTA). Ecuador now feels that considerable development within the country is still needed if the country is to take advantage of LAFTA concessions and that LAFTA itself should help countries such as Ecuador foster their development processes.

Japanese and Argentine trade missions visited Ecuador during the quarter and participated in amicable exchanges of views with Ecuadorean officials about improving trade patterns. Ecuador and Argentina agreed to form a mixed commission to discuss the possibilities of industrial complementation between the 2 countries, and the Argentine Minister of Industry and Mines expressed the hope that Argentina could help finance equipment and plant installation in Ecuador.

Members of the Japanese mission, stressing the need for greater purchases of Japanese products by Ecuador, also said that next year Japan would have no further restrictions on imports of Ecuadorean agricultural products.

The cost of living, as indicated by the Quito Consumer's Price Index, increased 1.8% during the quarter for working class families, particularly in the cost of clothing. The index for middle class families remained unchanged from the previous quarter.

As measured by this index, the cost of living for the 12-month period ending September 30 has increased 6% for middle class families and 7% for working class families. Food prices for the 2 groups during this period increased by 8.7% and 9.6%, respectively.

## Venezuelan upturn continued despite pre-election lull

**Several new factories open; oil minister calls relations with private firms satisfactory**

The general trend of the Venezuelan economy has continued upwards, although there was a tendency in October and November to defer business decisions until after December 1 Presidential elections. Principal economic indicators such as construction activity, sales of steel bars, electric power consumption, and department store retail sales all were generally well ahead of last year.

Several companies announced plans for new plants. A Venezuelan company and Harbison Walker of the U.S. agreed to build a refractory brick plant near the Matanzas steel mill. At the same time, VENEPAL, a local paper company, announced it would make white writing and copy book paper in December 1963 from 100% local cane bagasse. Mack de Venezuela inaugurated its plant for assembling trucks and jeep type vehicles at Tejerias, west of Caracas. Initial annual production is planned for 500 Land Rovers and 250 Mack trucks.

Financially, Venezuela has done very well in 1963. Foreign exchange reserves which had risen to $745 million in November enhanced the liquidity of the economy and created confidence in the bolivar.

Concurrently, Government finances continued strong due to profits derived from foreign exchange sales and decreases in Government debt; indeed, the short term foreign debt has been almost wholly repaid.

Venezuela has continued to show a rising trend in prices, stemming mainly from the devaluation of 1961 which increased costs of imported goods. While inflationary pressures may develop as economic activity increases, they are not expected to be serious unless there is a significant change in current conservative fiscal policies.

In the petroleum field, Venezuela participated in 2 international petroleum meetings but no information regarding matters discussed was released.

However, the Minister of Mines and Hydrocarbons reiterated that Venezuela is not considering nationalization of the oil industry and that the present relationship between the Government and the private oil industry is satisfactory.

Petroleum production was at the rate of 3.2 million barrels a day through October 1963, a 1.64% increase over 1962.

The Minister of Development announced that Venezuela's population was estimated at 8,255,496 as of October 1, a 10% increase over the 1961 census.

An area of 300,000 square meters to locate some 100 small producers in the industrial zone of Valencia, valued at 1.5 million bolivars, was recently placed at the disposal of the National Financing Commission for Small and Medium Industry of the Ministry of Development.

With a view to Venezuela's future development a group of experts from the Inter American Development Bank are studying projects for Venezuelan-Colombian joint cooperation in the border area between the 2 countries.

## New oil and gas reserves discovered in Australia

Continuing mineral explorations in Southern Queensland have resulted in a new oil strike and natural gas discoveries were recently reported.

The strike came at the Richmond No. 5 well in the Roma district, about 300 miles west of Brisbane. An initial 2-hour test produced a flow of 250 barrels of oil per day. The well also struck natural gas, tested at a rate of 500,000 cubic feet of gas daily through a ½" choke.

Additional gas finds were uncovered at Rolleston No. 1, which tested at a rate of 5 million cubic feet daily; and Bony Creek No. 4, which tested at 2.5 million cubic feet daily, both through a ½" choke.

The gas find at the Rolleston well may make the lease valuable for supplying a proposed alumina plant at Gladstone, 180 miles to the east, where estimated daily demand will be 20 million cu. ft.

# Georgia, Massachusetts firms' E-Awards bring total export citations near 400

**Goldkist Poultry Growers' export sales jumped 600% in a single year; Coppus Engineering builds new plant to help handle trans-Atlantic orders**

A Georgia poultry-grower and a Massachusetts turbine-maker have become the 394th and 395th U.S. firms to earn the President's E-for-Export award.

In 1958, Goldkist Poultry Growers of Canton, Georgia realized they were producing more chickens than they could market in the North Georgia area. A company officer was dispatched to visit U.S. agricultural attaches, foreign importers and consumer groups throughout the world, in search of homes where good, frozen Georgia poultry would be appreciated.

By 1959 their overseas sales had jumped more than 600%, and accounted for almost 11% of the firm's total sales (less than 2% in 1958). Goldkist's exports have continued to skyrocket since then, until today they constitute almost 34% of the firm's total business.

As in automobiles, foreign tastes lean toward a more compact model, so Goldkist developed a much smaller broiler than the one marketed in the U.S.

When language difficulties and packaging requirements hampered early sales efforts, foreign consumer groups and domestic packaging material firms were instrumental in helping to design a faster-selling container.

Goldkist has brought its selling effort closer to home, and estimates that 40% of today's sales for export are handled by foreign buying groups with offices in this country.

Mr. John A. Baker, Assistant Secretary of Agriculture, presented the Goldkist "E-award" at a November 25 dinner banquet in Canton.

### Trip opens door

Coppus Engineering Corporation of Worcester, Massachusetts embarked on large-scale exporting following a 1961 European trip by the company president.

In short order, the firm concluded sales and representation agreements with British, Italian and Dutch firms. The company's turbines were displayed at the Milan Fair, the London Chemical Petroleum and Engineering Exhibition, and the Machevo Fair in Utrecht.

High level personnel crossed the Atlantic in both directions to study the problems at the "other end" of the operation.

At last report, the firm's president was making plans for still another trip to Europe in search of representatives in Germany and France.

Results? The company's "E-award" presentation took place as part of the dedication ceremony for a brand-new plant building on December 16.

# Singapore's imports from U.S. continue steady 3-year rise

**Industrial machinery outlook bright in fast-growing market**

Singapore's import of U.S. products continued to show both an absolute and relative increase during the first half of 1963. Imports rose to $39 million, compared with $35 million in the corresponding period of 1962.

The ratio of imports from the U.S. to total imports also rose from 5.2% in the first half of 1962 to 5.4% in a similar period in 1963, thus continuing its steady rise from the first half of 1960 when imports from the U.S. made up only 3.5% of the total.

The U.S. has continued in fifth place as a supplier of this market, preceded by Indonesia (whose export to Singapore are falling greatly due to Indonesia's economic boycott), the Federation of Malaya, the United Kingdom and Japan.

The U.S. continued to hold a dominant position in the Singapore market for industrial machinery, tractors, cigarettes and tobacco.

Imports of industrial machinery from the U.S. constituted 39% of all imports of this group in the first half of 1963, compared with 36% in the same period in 1962. Singapore's expanding rate of industrialization, and construction of public works and housing will generate increased requirements for these products, which U.S. suppliers may expect to provide in increasing quantities.

American cigarettes are also finding a substantially increased market in Singapore, with a growing preference for American-made cigarettes. Demand is also increasing for .U.S.-origin tobacco leaf for use by an expanding local cigarette industry anxious to meet local taste requirements.

Imports of television sets have risen considerably to supply requirements created by the recent introduction of television in the city and in the Federation of Malaya for which Singapore is an entrepot source for many products. Principal suppliers are Japan, Netherlands, United Kingdom, and West Germany.

Imports from the U.S. have thus far been greatly exceeded by foreign suppliers.

Some decline has been noted in the share of the following American products in the Singapore market: road motor vehicles and parts; medicinal and pharmaceutical products; perfumes and cosmetics; toilet, cleansing and polishing preparations; non-cotton textiles and iron and steel products.

## Nigerian industrial studies available from Commerce

Several studies of potential interest to investors have recently been published by the Nigerian Federal Institute of Industrial Research.

Titles of the technical reports, which relate principally to the paper, rubber, and food products industries, are: Studies on the Suitability of Nigerian Raw Materials for Paper Making; Studies on the Fibre Dimensions of Some Nigerian Timbers and Other Raw Materials; Rubber Production and Utilization in Nigeria; Feasibility Study on a Two-Stage Method for the Decortication of Cashew Nuts and the Extraction of Cashew Nut Shell Liquid; Occurence and Utilization of Plant Gums in Nigeria; The Manufacture of Gari from Cassava; Results of 3 Month Trial Run of Gari Pilot Plant; and Estimates for a Factory Producing 10 Tons a Day of Gari.

Copies of any of the above reports may be obtained on a loan basis from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

### ITALY HELPS EXPORTERS

Thirty billion lire, appropriated on September 30th to expedite the refund of sales taxes on exported products, are now available to Italian exporters.

# California, Chile associated in economic, social partnership under Alliance for Progress

## Formal ceremonies mark start of technical cooperation; planning, agriculture, education, transportation, water to be developed; private participation urged by leaders

California has become an active partner of Chile in furthering that country's economic and social development under the Alliance for Progress.

The newly-initiated program will be a key part of the substantial U.S. contribution to Chile's Ten Year Economic Development Plan and is expected to create long-term relationships between public and private institutions in Chile and California.

In simultaneous ceremonies at Sacramento and Washington, Governor Edmund G. Brown, Chilean Ambassador Sergio Gutierrez-Olivos and AID Administrator David Bell signed documents to inaugurate the Chile-California program of technical cooperation in the fields of economic planning, agriculture, education, transportation and water resources development. U. S. Coordinator for the Alliance for Progress Teodoro Moscoso joined in the Washington ceremony.

A non-profit organization, the California-Chile Fund, is being established to encourage private support and participation in the Program as a supplement to AID's contribution.

Early this year, the late President Kennedy and President Jorge Alessandri of Chile requested that the idea of a Chile-California association be explored.

Striking similarities between the Latin American republic and California are expected to make that state's development experience useful to Chile.

Their first European settlements were of Spanish origin. Both areas have long Pacific coast shorelines—2,900 miles for Chile and 1,200 miles for California. Both produce grapes for wine, besides cattle, fruit, wheat and alfalfa. And both have large mineral deposits as well as extensive desert, forest and mountain regions.

California has adopted a community called "California" in Chile, where the state's Bear Flag flies over the village plaza.

Preliminary survey trips to Chile were made by two groups of Californians during the spring and summer months. They conferred with Government officials and with the AID mission in Santiago. On the basis of these discussions, it was decided to focus California's technical resources in the areas of economic planning, agriculture, education, transportation and water resources development.

A field office has been opened in Sacramento and a headquarters office will open early next year in Santiago. Governor Brown has appointed Preston N. Silbaugh, Administrator of the Business and Commerce Agency of California and a member of the Governor's Cabinet, as director of the Program.

### PRESIDENT'S STATEMENT

The following excerpts are taken from a statement by President Lyndon B. Johnson on the signing of Alliance for Progress agreements between California and Chile:

"Last February, President Kennedy and Governor Brown inaugurated a new dimension in the Alliance for Progress: the enlistment of the resources of one of our great states—California—in the effort to speed the development of one of our Alliance partners—the Republic of Chile.

". . . The documents signed today open the way for Chile to tap the superb resources of men and experience which California's private and public institutions have in such abundance. And California will be enriched by the experience. For it will be working with a country . . . with a great cultural and intellectual heritage.

"President Kennedy called this California-Chile plan a pioneering effort under the Alliance. I certainly agree. It is the first attempt to bring the full range of resources of one of our states to bear on the development problems of another nation. It is also a new initiative to bring the Alliance closer to our peoples. For under it, individuals and institutions within our two countries can now develop their own close patterns of cooperation under the alliance. . . ."

## Loan granted to Iraq for electrical equipment

A $2.7 million loan to Iraq for the purchase of electrical generating equipment has been authorized by the Export-Import Bank.

The loan will cover costs of an oil-fired 27,000 kw gas turbine generator unit to be installed in the Baghdad South power station. The equipment will be supplied by the Westinghouse Electric International Company; erection and installation will be performed by M. W. K. International of Seattle.

The new generating capacity will augment the power supply in the Baghdad area. Control equipment and spares are included in the purchase. Initial cost, reliability, life expectancy and economical operation were factors in the choosing of the unit.

The Eximbank loan is to be repaid over a period of 12 years commencing in 1967.

## 25 states receive orders worth $2 million from AID

Exports financed under the overseas economic aid program of the Agency for International Development brought more than two million dollars worth of business to each of 25 states during the first 11 months of this year.

Figueres are contained in AID's latest report on commodity procurement in the U.S. which totalled $267,881,612 during the first 11 months of 1963, including $27,895,209 recorded during November. Data is based solely on letter-of-credit transactions exceeding $10,000 and goods traceable to producing states.

# Additional levies imposed on films imported into Syria

### Films divided into two categories under provisions of taxation law covering 'long,' 'short' items

Additional taxes have been imposed on cinema films imported into Syria.

For taxation purposes, films are divided into two categories: "long" films (those requiring more than 30 minutes for showing), and "short" films (those requiring less than 30 minutes). A serial film is considered "long" if the total showing time is over 30 minutes, whether or not the entire film is imported.

**For details . . .**

**Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.**

The provisions of the new taxation law are as follows:

1) The additional tax on every original version of a long film (size 35-mm. or above) shall be 500 Syrian pounds (S£);

2) the additional tax on a new version of a film, after three years from the showing of the original film, shall be S£ 250 for each new version;

3) a tax of S£ 250 is also levied on a film on which any alteration is made regardless of time;

4) the additional tax on long films of size 16-mm. and under is S£ 50;

5) the additional tax on newsreels and "short" films is S£ 25;

6) films imported by the Syrian Government or by public institutions, and those imported under a cultural exchange agreement are exempt from taxation.

These new taxes will be in addition to present levies on films which amount to approximately S£ 53 each for short films, and S£ 75 per kilogram on long films, plus a fee of S£ 700 for translation of foreign films into Arabic subtitles.

The Syrian pound is valued at approx. US$0.263.

## Import duties changed by Jordanian Government

Import duties were increased on 27 items and decreased on 5 items in the Jordanian Customs Tariff, effective October 25.

A summary of the commodities on which duties were increased, and the new rates of duty in percentage (with previous rates shown in parentheses) are as follows:

Non-chocolate confectionery, 50 (35); cocoa beans, cocoa buter, and aluminum sheets, 5 (exempt); certain chocolate foods, 65 (50); paints, varnishes, and buttons, 25 (11); materials used in the plastic industry, sheet iron, pipe fittings, hollow copper bars, and button molds, 1 (exempt); certain plastics wares, 25 (15); shawls, scarves, 35 (25); friction material (such as brake and clutch linings), bearings, automotive transmission shafts and gears, gaskets, electrical starting and ignition equipment, and electrical lighting apparatus for motor cars, 20 (15); primary cells and batteries, 40 (25).

Duties were reduced from 25 percent to 5 on boxes, bags, and packing containers, and from 10 percent to 1 on sheets for the manufacture of buttons. Motor cars and motor cycles, which are normally dutiable at 75 and 20 percent respectively, are exempt from duty if operatable by hand and intended for handicapped persons.

Further information on specific commodities may be obtained from the Office of International Economics, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

## Lebanon lowers import duty

The Government of Lebanon, according to Amendment No. 94, reduced the import duty on refrigerators and refrigerating equipment intended to be used for the preservation of agricultural products from 25 percent to 1 percent ad valorem.

## Burma Government passes industry nationalization law

The new Industries (or Enterprises) Nationalization Law No. 33 of 1963 gives the Government of Burma broad legal authority.

The law permits the Government to nationalize any enterprise of any size or type and to determine the nationalization process and the amount of compensation without recourse to the courts.

At the time of nationalization of an enterprise, an implementation committee and a compensation committee will be formed. The Government may revise the amount of compensation recommended by its compensation committee, but the final Government decision cannot be appealed. Detailed rules have not yet been published.

The law was made retroactive to August 16, 1963, to cover past nationalization, presumably with particular reference to the September nationalization of the Defense Services Institute/Burma Economic Development Corporation complex (INTERNATIONAL COMMERCE, Dec. 2, p. 32).

On October 20, the Government nationalized the seven existing private cigarette companies because they were in arrears in their taxes and were unlikely to be able to pay up. Since the Government had previously taken over the purchase, grading, storage, and resale to manufacturers of domestic tobacco, the entire tobacco industry is now nationalized except for the growing of the crop.

## AID extends coverage on Pakistan shipments

AID Small Business Memo No. 63-7, dated August 19, gave notice of an arrangement for the advance of AID funds to pay ocean freight costs on non-U.S. flag vessels. This procedure is limited to shipments of AID-Loan-financed commodities only, to Chittagong and/or Chalna, East Pakistan, from U.S. ports.

This arrangement is now extended to cover shipments under ocean bills of lading dated no later than January 31, 1964.

All other terms and conditions prescribed in SBM No. 63-7 remain in effect (INTERNATIONAL COMMERCE, Sept. 2, p. 19).

# Final listing of East African investment opportunities illustrates area's great promise

## Businessmen throughout area invite U.S. firms to join them in helping to develop this emerging area's economic potential

This final list of investment opportunities reported by the U.S. Trade and Development Mission to East Africa offers further proof that substantial and varied opportunities exist for the participation of American private capital and technical know-how in Africa.

Those firms interested in following up one or more of the opportunities listed here are requested to show the interview report number on any correspondence. This number, preceded by the letters "IR," is listed in parentheses after the address.

### 0119 Sugar Cane Farms

A Buganda planter seeks an American partner in a joint venture to grow sugar cane on a large scale. Technical know-how, machinery and capital are required.

Write to Mr. E. K. Mayanja, Kyagwe Planters, P.O. Box 1, Mukono, Buganda, Uganda. **(IR 259)**

### 0139 Cattle Ranching

Operation of a 4,000 acre ranch in Uganda on a joint venture basis is proposed by a Buganda physician and member of Parliament who has a 99-year lease from the Buganda Government on the property. He is in a position to raise one-half of the estimated $300,000 capital requirement.

Interested American investors are invited to write to Dr. S.B.M. Kisekka, P.O. Box 95, Kampala, Uganda. **(IR 266).**

### 0143 Livestock Farming

The Government of Buganda proposes a joint venture with an American group for the expansion of cattle and pig farming in the Buganda region of Uganda. It would make land available under a long-term lease and provide stocks of cattle, pigs, or other animals. Capital is required to purchase necessary farm equipment such as tractors and insecticides. Two large farms, one of 165,000 acres, are involved.

Prospective U.S. investors are invited to write to the Minister of Natural Resources, Government of Buganda, P.O. Box 14038, Mengo, Uganda. **(IR 261)**

### 1455 Kaolin Mining
### 2093 Candlenut Oil

Kaki Kaolin Mines and Manufacturers, P.O. Box 501, Kampala, Uganda, seeks an American group to participate in a joint venture for the mining of kaolin and the production of candlenut oil in Uganda. This firm has a 99½ year lease on an area estimated to be capable of producing 2 million tons of high grade kaolin. Machinery and technical know-how are required for the mining operation.

Write to Mr. Charles Mutagwanya, Manager, at the address indicated above. **(IR 277)**

### 2091 Cottonseed Oil, Cake and Meal
### 2841 Soap

Established since 1946, this firm in Jinja, Uganda, seeks a joint venture to permit expansion of production, exploitation of by-products and introduction of new products. The company has an oil milling crushing capacity of 12,000 tons of cottonseed per year, and engages in refining and bleaching operations. New production contemplated includes cooking fats and margarine. Current household and laundry soap production is 5 tons daily, a figure which the firm would like to double. For further information write Bureau of International Commerce, Office of International Commerce, File 1-2091-1-G, Department of Commerce, Washington, D.C. 20230. **(IR 356)**

### 2091 Cottonseed Oil, Cake and Meal

A Kampala firm which operates a filling station and a number of markets in Buganda is interested in expanding into a joint venture for the establishment of a cottonseed oil extraction plant. For further information write to Bureau of International Commerce, Office of International Investment, File 1-2091-2-G, Department of Commerce, Washington, D.C. 20230 **(IR 346)**

### 2099 Instant Coffee

The Department of Agriculture of Uganda is interested in having an experienced American firm investigate the possibility of establishing an instant coffee processing and packaging plant in Uganda. Firms interested in exploring this opportunity should write the Minister of Agriculture, Department of Agriculture, Kampala, Uganda. **(IR 353)**

### 2298 Rope and Twine
### 2661 Hardboard

A long-established exporter of grains, pulses and oil seed proposes a joint venture for the local manufacture of rope and twine from sisal and of hardboard from bagasse and sisal waste. Machinery and equipment is required.

Write to Mr. D. P. Shah, Manager, Devshi Samat Shah Limited, P.O. Box 81, Arusha, Tanganyika. **(IR 231)**

### 2299 Textiles
### 2834 Pharmaceuticals
### 2861 Alcohol
### 3011 Tires

Joint ventures for the manufacture in Uganda of textiles, pharmaceuticals, tires, and the distillation of molasses are proposed by the largest indigenous business group in East Africa. The group's prominent position in the local business community and its aggressive attitude toward business expansion make these investment opportunities especially attractive. Financing and technical management are required.

For further information, write Mr. Jayant M. Madhvani, Director, Muljibhai Madhvani & Co., Ltd., P.O. Box 54, Jinna, Uganda. **(IR 334)**

### 2341 Women's Underwear, Garments

A manufacturer and wholesale distributor of women's dresses in Kampala proposes a joint venture with an American manufacturer for the production locally of women's underwear and garments.

Write to Mr. S. E. Jamal, P.O. Box 2882, Kampala, Uganda. **(IR 283)**

### 2812 Caustic Soda

A long established Tanganyika firm reported to be the second largest manufac-

turer of meerschaum pipes in the world seeks a joint venture partner in establishing a caustic soda production operation. The company operates a special mining license in the Lake Ambolesi district where it mines meerschaum for its present pipe manufacturing. The license area covers approximately 300 square miles and includes a deposit of gaylussite consisting of several million tons of crystals easily accessible under 1 to 5 feet of overburden. It is proposed to manufacture 100% caustic soda from the crystals.

Planning of the caustic soda operation is well advanced and, subject to a final feasibility survey, financing is assured through a combination of public and private development agencies. The firm would, however, prefer an American joint venture arrangement to governmental participation. For further information concerning this exceptional opportunity write Bureau of International Commerce, Office of International Investment, File 1-2812-1-G, Department of Commerce, Washington, D.C. 20230 **(IR 227)**

**2812 Caustic Soda**
**2834 Proprietary Medicines**

A long-established and fairly sizable Uganda firm engaged primarily in the cultivation, processing, and export of tea desires to enter a joint venture with American interests for the local production of caustic soda and proprietary medicines. Contemplated sales territory is the whole of East Africa.

Write to Mr. Vinodkant D. Vadera, Director, Dayalbhai Madanji & Company Ltd., P.O. Box 111, Jinja, Uganda. **(IR 332)**

**2834 Pharmaceuticals**
**3983 Matches**

Established in 1951, a Tanganyikan exporter and processor of grain, fruits and vegetables is interested in 2 ventures: a pharmaceutical plant and a match factory.

The firm is reported to be financially capable of providing a substantial proportion of the required capital but would need, as well as some capital participation, technical and management know-how. Pharmaceutical manufacture would include aspirin, chloroquine tablets, antibiotic injectables and vitamin preparations. Local timber of sufficient quantity and required quality is available for match manufacture and the firm already has connections with a plywood factory.

For further information write Bureau of International Commerce, Office of International Investment, File 1-2834-3-G, Department of Commerce, Washington, D.C. 20230. **(IR 228 and 327)**

**2872 Fertilizers**

A firm in Dar-es-Salaam is interested in establishing a fertilizer plant on a joint venture basis. The American firm would be required to supply technical know-how and approximately 40% of the capitalization. Write to Bureau of International Commerce, Office of International Investment, File 1-2872-1-G, Department of Commerce, Washington, D.C., 20230. **(IR 121)**

**2873 Agricultural Insecticides**

A long-established cotton-ginning firm in Uganda seeks a U.S. manufacturer of agricultural insecticides prepared to enter into a joint venture for the production of insecticides in Uganda, with a view to supplying the East African market.

Write Mr. A. B. Mehta, Director, Gulu Cotton Company, Limited, P.O. Box 1, Jinja, Uganda. **(IR 330)**

**3229 Glassware**
**3231 Sheet Glass**

A small-scale local manufacturer of sheet glass desires to enter into a joint venture with an American glass-maker for the local production of glassware and sheet glass. Technical know-how, machinery and capital are required.

Write to Mr. J. M. B. Luntu, P.O. Box 262, Kampala, Uganda. **(IR 256)**

**3272 Concrete pipe**
**3321 Cast-iron pipes and fittings**
**3552 Looms**
**3751 Bicycles**

Nile Construction Company, P.O. Box 281, Jinja, Uganda, contemplates expanding its operations and, in that connection, proposes a variety of joint ventures with American investors for the local manufacture of such articles as concrete pipe, cast-iron pipe and fittings, power looms, bicycles, spare parts for ginning machinery, phonograph records, collapsible tubes for toothpaste and the like.

The firm also desires to acquire exclusive agencies for the sale of phonographs, photo-duplicating machines, cleaning compounds and related products.

Interested American manufacturers are invited to write to Mr. T. R. Patel, owner, at the address indicated above. **(IR's 335/336/340/341/344/345)**

**3272 Building Materials**

An Uganda firm of building materials importers, with a company operating in Uganda and another in Kenya, proposes a joint venture with an American group for the establishment of a holding company to own and operate these 2 companies and finance the setting up of a third in Tanganyika for the procurement and supply from abroad of all manner of building materials financed by foreign aid programs and local private builders. Estimated capital needed is $100,000.

Write to Mr. E. P. D. Kirwin, Skelbar Agencies Limited, Box 2441, Kampala, Uganda. **(IR 326)**

**3732 Boats**

A long-established local builder of fishing boats proposes a joint venture with an American manufacturer for the construction locally of fishing and pleasure craft. Technical know-how and machinery are required. Write to Mr. B. P. Abdulla, Pyaralli Abdulla Limited, P.O. Box 111, Kampala, Uganda. **(IR 271)**

**7011 Hotels**

A Tanganyika Government agency charged with developing tourism as well as conservation of wild life in the famous Serengeti and other national parks seeks a joint venture with an American firm experienced in hotel management and tourist promotion. The opportunity would permit capital investment in a Tanganyika hotel and/or provide management for the hotel and the tourist industry connected with the development of national parks. For further information write Bureau of International Commerce, Office of International Investment, File 1-7011-5-G, Department of Commerce, Washington, D.C. 20230. **(IR 225)**

**7013 Motels**
**7831 Motion picture theaters**

A firm with a 99-year lease on 30 acres of land within the city limits of Kampala, a modern city of 60,000 inhabitants, proposes to build a drive-in motion-picture theater, motel-cafe and dance-hall. An American group with know-how and prepared to provide the required equipment on a joint venture basis is sought.

Write to Mr. S. J. Geewala, Kampala Drive-In Cinema, P.O. Box 3450, Kampala, Uganda. **(IR 294).**

**7831 Motion picture theaters**

A well-established automobile distributor in Uganda seeks an American partner in a joint venture to build and operate an out-door motion-picture theater in Kampala. This enterprise would be the first of its kind in this city.

Write to Mr. A. J. Shanji, Gomba Motors Ltd., P.O. Box 1272, Kampala, Uganda. **(IR 260)**

# Private aid sought for Pakistan shipyard and cement plant

### Shipyard in east needs machines, know-how; cement plant expected to pay for itself in five years

The largest and most active shipyard in East Pakistan, owned and operated by an antonomous agency of the Pakistan Government, seeks private American participation in the modernization and expansion of its facilities.

Located near East Pakistan's second largest port, the shipyard currently builds 52 vessels, primarily dump barges, and repairs 120 ships a year. It also manufactures mill machinery valued at over $60,000 a year.

The potential demand for river craft, including self-propelled vessels suitable for ocean/river navigation, is very high in the area and an expansion program for the purchase of ocean-going lighters is currently underway.

The kind of U.S. participation sought is the supply of machinery, raw-materials, and technical assistance. Terms for such participation would be reached by mutual agreement between the American investor and the agency in question.

For further particulars, write to the Bureau of International Commerce, Office of International Investment, File 4-3731-1-H, Department of Commerce, Washington, D.C., 20230.

### Cement plant

A "turn-key" cement plant with a 400 ton/day capacity is being planned by a group of well-financed businessmen in West Pakistan. The group, as an association, owns or controls leases on 6,000 acres of coal, gypsum, clay and limestone-bearing land which is currently under production at the rate of some 100,000 tons a year overall.

The group is in a position to provide land, buildings and local-currency working capital but seeks U.S. participation to the extent of around $1 million to cover the foreign exchange cost of machinery and equipment for a complete plant, and technical know-how.

Because of large scale developmental works, consumption of cement in Pakistan is increasing rapidly. Against a rated production capacity of 2.5 million tons in being and planned for the year 1963/4, annual cement requirements are currently estimated at 3 million tons. In addition, prospects for the export of cement to neighboring Iran and Afghanistan are good.

The group, which has been encouraged by the Pakistan Government to seek foreign participation in the venture, expects a 20% return on the investment which would thus be fully recovered within 5 years after the plant goes into production.

Under existing laws, this enterprise would be exempt from income tax for a period of 8 years and imports of machinery and equipment would be free of duty. Moreover, capital and profits would be freely transferable to the U.S.

For further information, write to the Office of International Investment concerning File 4-3241-1-H.

## Calcutta firm wants help in making fiber sheet

A Calcutta manufacturer of reeds and combs for jute mills and importer of steel wire is interested in establishing a plant to manufacture vulcanized fiber sheet. Proposed capacity would be 200 tons a year.

The firm has a good reputation and seeks U.S. technical know-how, rather than capital.

Any American firm interested in collaborating with the Indian company on this project would be expected to design the complete plant and machinery and provide operating technicians during the initial operating period. It would also have the responsibility of arranging for the supply of necessary raw materials.

Financial arrangements for collaboration on the project would be negotiated between the parties.

The Indian firm has submitted an application for an industrial license on the project to its Government and is requesting approval for remittance to the U.S. of the necessary foreign exchange involved.

Present Indian demand for vulcanized fiber sheet is estimated by the Indian company at 2,000 tons a year, with one local firm producing 900 to 1,000 tons. Indian foreign trade statistics for the fiscal year ending March 1963 show imports of 314 tons valued at slightly over $300,000.

Firms interested in contacting the Indian company for further details regarding this proposal should write Bureau of International Commerce, Office of International Investment, File 4-2821-3-H, Department of Commerce, Washington, D.C., 20230.

## Korean steelmaker wants U.S. aid for expansion

A long-established Korean enterprise, manufacturing steel pipe and valves for water supply and heating systems, is seeking American equity participation, coupled with technical and managerial assistance, to help expand its present annual production capacity of 3,500 tons of steel pipe by an additional 15,000 tons. The amount of capital required ranges from $450,000 to $800,000 depending upon the degree of automation found most suitable.

The company, which is privately owned, is presently capitalized at the local currency equivalent of about $285,000. It regularly employs some 125 workers, including technical personnel and skilled workers. Its present plant, located in Seoul, covers approximately one acre of a 1.7 acre site.

Buildings for a second plant on a 20 acre site near Inchon city, cover an area of about 2.4 acres and are reportedly about 70% completed. Modern machinery and equipment are required for this new plant.

The company, which also fabricates sheet metal and provides general civil engineering and contracting services, contemplates producing steel pipe for export as well as for the growing domestic market.

For further information, write to the Bureau of International Commerce, Office of International Investment, File 3-3312-3-B, Department of Commerce, Washington, D.C., 20230.

## British manufacturer offers to give and take licenses

A British firm of consultants, designers and manufacturers of dust collection and ancillary equipment seeks U.S. company to manufacture its products under license. The dust equipment of this firm is reportedly of new design and well received in the U.K.

The firm also desires licenses to manufacture American equipment such as crushing or grinding plant for stone, cereals, grains, ores, and other materials; sieving and grinding plant; particle classifiers or separators; pneumatic conveying systems; powder mixing and blending machines; and related equipment.

Additional information on these products may be obtained from the Bureau of International Commerce, Office of International Investment, File 1193, Department of Commerce, Washington, D.C., 20230.

## AID requested to end program in Cambodia

In accordance with the request of the Government of Cambodia, the Agency for International Development has terminated its program of assistance to that country. The following actions which AID has taken to carry out this decision will be of interest to U.S. firms which export to Cambodia and which may currently have uncompleted AID financed transactions with importers in that country. All ocean carriers have been instructed not to accept any AID financed cargo for delivery to Cambodia; not to offload in Cambodia any AID financed cargo which is now enroute; and, to offload any AID financed cargo enroute to Cambodia at an alternate port and hold for instructions from AID.

All U.S. banks holding AID Letters of Commitment to finance supplies and services under procurement authorizations and project implementations orders issued to Cambodia have been instructed not to issue, confirm or advise any new Letters of Credit; issue any amendments to existing Letters of Credit, except reduction and cancellation of amendments; make payment by any other means on behalf of the approved applicant or their authorized agents; pay under existing Revocable Letters of Credit or authorities to pay; pay under correspondents Irrevocable Letters of Credit advised but not confirmed by firms.

All banks referred to above have been requested to furnish AID with listings of all outstanding Letters of Credit issued under AID Letters of Commitment.

Upon receipt, foregoing AID will send the following telegram to each Letter of Credit beneficiary: Subject: (Bank Name), (1/Cr # or #s). AID financed shipments Cambodia suspended. U.S. Government desires cancel under subject extent possible without major financial damage suppliers. Advise extent to which transaction can be cancelled. Material which cannot be cancelled, provide AID/W, MR/IRD, detailed description, cost each item, present location to enable AID/W advise disposition. If material already shipped, advise name of vessel, carrier, B/L number, date shipped.

The Agency for International Development regrets any inconvenience and disruptions which may be caused by reason of the actions set forth above. In order that these may be minimized to the maximum extent possible, the cooperation of exporters holding Letters of Credit for AID financed sales to Cambodia is earnestly solicited and will be deeply appreciated.

## Five military projects in Saudi Arabia open for bids

The Kingdom of Saudi Arabia has invited U.S. engineering and construction firms to submit bids on five military projects sponsored by the Ministry of Defense and Aviation, the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, announced today.

The projects include the design and construction of two officers' and one non-commissioned officers' club containing large reception and dining halls to accommodate 500 to 1500 persons; a 2000 seat movie theater, a 5000 seat stadium, swimming pools, gymnasiums, club rooms, and other related facilities.

The other projects involve the design and construction of a camp for an airborne battalion to shelter and accommodate 1800 soldiers, and an infantry school camp for 1000 students. Both facilities include administration buildings, barracks, classrooms, garages, dining halls, kitchens, recreational facilities—movies, swimming pools, and a small mosque. Standard utility installations and primary road construction are required.

Copies of the general specifications are available from BDSA's Commodity Export Promotion Staff, Rm. 4203, U.S. Department of Commerce, Washington, D.C., 20230. Interested firms may also communicate directly with the Ministry of Defense and Aviation, Office of the Chief of Staff, Riyadh, Saudi Arabia.

## New Zealand issues tender for electron tubes (valves)

The Stores Manager, Civil Aviation Administration, Private Bag, Wellington, New Zealand, has issued Tender No. CAQ 240/63, with a deadline of January 15, 1964, on quantities of 11 types of electron tubes (valves) and 1 semiconductor.

Preference will be given to tenderer offering current production types of electron tubes (valves) in strict compliance with CV or JAN/MIL specifications.

Copies of tender are available from the New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C., 20036.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-2328).

## UAR needs equipment for Nile River shipyard

The Societe des Sucreries et de Distillerie d'Egypte, 12 Gawad Hosni Street, Cairo, has announced Tender No. 5738/11, bid deadline February 28, 1964, for the supply of machinery and equipment for a shipyard on the Nile River.

The shipyard is intended for the repairing and building of river vessels. The existing vessels that may require repair services range in size from 18.5 meters to 42 meters in length. Vessels that are to be built in the future would have lengths up to 70 meters.

The proposed shipyard would consist of a slipway divided into two parts, one above water and one under normal water level, side garages constructed of reinforced concrete slabs laid on reinforced concrete piles, mechanical equipment capable of hauling vessels of the above stated dimensions, overhead carriages and cranes, and other appropriate accessories.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA Rm. 4022, Department of Commerce, D.C. 20230. (Telephone: 202-WO 7-5589).

## Hospital supplies bids invited by El Salvador

El Salvador announces seven invitations to bid on hospital equipment and supplies. About 360 separate items in various quantities and units are included.

Included, but not limited to, are items on electric-cauteric apparatus, electrical diagnostic sets, abdominal retractors, obstetrical forceps, estetoscopes, rectal separators, compressors, bacteriological incubators, oxygen tents, electrical sterilizers, flowmeter regulators, humidifiers, oxygen manifolds with alarm controls, vacuum pumps solution bowls, instrument trays, stretchers, oxygen therapy regulators, infant thermolox tents, abdominal estapulas.

The Tender numbers and bid deadlines are as follows: No. 195, January 27; No. 196, January 28; No. 199, January 30; No. 197, January 28; No. 198, January 29; No. 200, January 31; No. 201, January 29. The name and address of the Government agency submitting the bids is: Proveeduria General de la Republic, Avenida Espana 613, San Salvador. Correspondence is preferred in Spanish.

Terms and specifications in Spanish are available on loan to firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, BDSA-311, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO-7-2939).

## Condenser assemblies for line tuning units sought

Etibank General Management, Yenisehir, Ankara, Turkey, has issued Tender No. 252-EKS/798, with a deadline of January 1, 1964 for condenser assemblies for line tuning units.

Tenderers should send final and original quotations to the above address. Prices are to be quoted fas New York and c&f Istanbul.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-2328).

## Iraq extends deadline on power station equipment

The Tender Committee in the Ministry of Industry, Baghdad, Iraq has announced that the bid deadline for Contract No. 6/3/19 covering the supply, delivery and erection of transformers, switchgear and associated equipment for the Daura Power Station has been extended from November 30 to December 31. (INTERNATIONAL COMMERCE, October 7, p. 24).

Terms and specifications may be obtained from the Iraq Embassy, 1801 P St., NW., Washington, D.C., upon payment of $112 per two sets.

A copy of the terms and specifications is also available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

## Tenders invited by Iraq for distribution network

The Ministry of Industry of the Republic of Iraq is inviting tenders for the supply of equipment, erection, and civil engineering for an electrical distribution network in the Southern Zone of Iraq. Contract No. 2/8, 9/19 includes nine main substations rated 132 kv, 132/11 kv, and ten secondary substations rated 33/11 kv.

Material required for this contract includes: power transformers, circuit breakers and disconnecting switches, voltage and current transformers, lightning arresters, outdoor switchgear equipment, indoor metal clad switchgear, indoor control, relay and metering boards and other related equipment.

Tenders will be received by the Secretary of the Committee for Opening Tenders, Ministry of Industry, Baghdad, Republic of Iraq, until 12 noon, March 3, 1964.

A copy of contract documents and specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WOrth 7-4242).

## Turkey seeks machinery to expand cement plant

The Turkiye Cimento Sanayii T.A.S., Ataturk Bulvari 211, Kavaklidere, Ankara has announced a tender, bid deadline January 15, 1964, for the supply of necessary machinery to expand the existing Adana plant capacity by 50 tons per hour.

The expansion program planned by the above firm calls for the ultimate expansion of the Adana Cement Mill from its present capacity of 180,000 tons to 200,000 tons per annum. The first step in this expansion program is the addition of a cement mill with a capacity of 50 tons per hour. The Adana Cement Mill is presently operating on the Waerme Tavscher System.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

## 10,000 molded baskets needed daily by Italian firm

The firm, Labor di Osvaldo e Oscar Catalano, Mercati Generali, Via Ostiense, Rome, wishes to purchase fruit prepacking molded baskets made of fiberboard, plastic, or other material. These baskets or containers will be filled with fruit or other produce, then individually wrapped and placed in large shipping cases for delivery to the dealer. It is estimated that 10,000 baskets per day will be needed initially.

The firm, one of Italy's largest exporter-importers and wholesalers of fruit and vegetables, owns and operates large modern grading and cold storage plants. It has recently purchased wrapping and packaging machinery in the United States.

Illustrative literature and information on the baskets, with price lists for quantity purchases, are requested; such material should be sent directly to the firm. It is suggested that a copy of the transmittal letter be sent to the American Embassy, Rome.

# Australia asks bids for power station

The Director-General, Commonwealth Department of Works, Victoria, Australia, on behalf of the Papua and New Guinea Electricity Commission, is inviting firms to register to tender for the construction of "No. 2 Hydroelectric Power Station and Association Works —Port Moresby, Territory of Papua." The closing date for registration is January 4, 1964. The specification number is PH63/129.

It is anticipated that the Invitation to Tender will be issued by February, 1964, and that it will be required that tenders be lodged within four months thereafter.

Applications for registration should be directed to: Commonwealth Department of Works, 17 Yarra St., Hawthorn, E.2, Victoria, Australia, marked "Attn: Chief Investigating Engineer."

A copy of preliminary specifications is available on a short term loan basis to firms located in the U.S. from the Building Materials and Construction Industries Division, BDSA, Rm. 4014, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3601).

## NATO tender issued by Norway for radio link equipment

The Norwegian Joint Signals Administration has issued an invitation to bid for the delivery of VHF/UHF radio link equipment valued at $56,000 for a radio relay system in Norway.

Applications from prospective bidders must be submitted before January 1, 1964, to the Norwegian Joint Signals Administration, Post Box 7048, Oslo 3, Norway. In correspondence, applicants should quote the following reference number: No. 9851/63/FFSB/GA/BSH/726.11.2.

Tender documents will be forwarded to qualified firms on January 6, 1964.

The bidder should have a thorough experience in the manufacture of this type of equipment and be certified eligible to participate in NATO bidding. Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Commodity Export Promotion Staff, BDSA-111, U.S. Department of Commerce, Washington, D.C., 20230, attn: Conso List.

## Ivory Coast desires cold storage plant

Societe de Construction et d' Exploitation des Installations Frigorifiques du Port d Abidjan (SOCEF), B.P. 4145, Abidjan has announced a tender for the construction, financing and concession of a cold storage plant for Port of Abidjan with a bid deadline of March 31.

Tender documents and specifications may be consulted at the Ivory Coast Embassy, 2424 Massachusetts Ave., N.W., Washington, D.C. Copies may be purchased for 35,000 francs CFA (about $140) from SOCEF in Abidjan.

## Coal handling equipment requested by India

The Controller of Purchase and Stores, Damodar Valley Corp., Anderson House, Alipore, Calcutta-27 has announced Tender No. PE-SPEC-163, bid deadline February 4, for the supply of a coal unloading and handling plant for the Durgapur Thermal Power Station.

The tender includes the supply of such items as a box 90-ton wagon tippler with integral weigh-bridge, crushers, road weigh-bridges, coal scales, gates.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone 202-WO 7-5589).

## Deadline extended for construction of wharf

The Direccion Nacional de Construcciones Portuarias y Vias Navegables has extended the bid deadline for the construction of an 118 meter cyclopean concrete wharf and supplementary works plus six concrete piles for the grain elevator from November 15 to 3:00 p.m. January 8, 1964. (INTERNATIONAL COMMERCE, Oct. 7, p. 23).

Copies of conditions and technical specifications may be purchased for 3.650 Argentine pesos (US$1.00 equals 140 Argentine pesos approx.) from the Direccion Nacional de Construcciones, Portuarias y Vias Navegables, Avda. 9 de Julio 1295, 9° Piso, Buenos Aires, Argentina.

## Tender issued for tubes

The Controller, Stores and Contracts, Postmaster-General's Department, 7th Fl., 114 Russell St., Melbourne, C.1., Victoria, Australia, has issued Tender No. C 9389, special purpose electron tubes. The bid deadline is February 27, 1964.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Room 4119, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2328).

## Burma issues bid for hairdressing equipment

The Government of Burma has issued Quotation No. GH/103/GII/63-64 covering proposed procurement of hairdressing equipment as follows: hair clippers, hand, various types, 2500; hair clippers, electric, 220-volt, two types, 500; hair cutting scissors, nickel plated blade 8", 5000; hair cutting scissors, nickel plated blade 10", 1000.

Bid deadline is 12 noon, January 6, 1964.

Detailed specifications and samples of each item must be submitted with bid. Shipment is required within 3 months of contract award.

Bid should be addressed to the Chairman, Civil Stores Committee (1), Rangoon, Burma. Specifications and terms are available on loan to firms located in the U.S. from BDSA-307, Consumer Durables Division, Rm. 4420, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-2924).

## Japanese firm seeks various commodities

A Japanese firm, interested in purchasing a variety of items, has specified the following: Soldering fluxes and materials; testing instruments for electric insulation material; equipment for environment testing; crystals for laser, maser and other electronic uses; elements with semiconductivity, such as semiconductors, strain gauges, pressure transducers; diamond dressers for grinding wheels and brazing; soldering and welding apparatuses; synthetic resin materials for molded products in electronic and electrical industries. Prospective suppliers may submit quotations or correspondence to the Trade Opportunities Staff, BDSA-111, U.S. Department of Commerce, Box J-48-52, Rm. 4203, Washington, D.C., 20230.

## Hydroelectric equipment sought by Malaya

The Central Electricity Board of the Federation of Malaya has announced Tender No. 8, bid deadline about March, 1964 for additional hydro-electric equipment for the Prai Power Station Project.

The tender includes the design, manufacture, and delivery to Malaya of tunnel intake gates and hoists, bulkhead gates, screens and trash rake, draft-tube gates, bulkhead doors, valves, and associated equipment and for the supervision of erection by others of the plant.

Tender documents in triplicate will be available about January, 1964 from the consulting engineers, Messrs. Preece, Cardew and Rider, 8, 10 and 12, Queen Anne's Gate, Westminster, London, S.W. 1.

The tender documents cost ten pounds sterling which is not refundable. Applications for tender documents should specify whether any particular method of despatch of the documents is preferred.

# New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated October unless otherwise marked.

Automotive Vehicle and Equipment Importers and Dealers—Haiti.
Book, Magazine and Periodical Importers and Dealers—New Zealand.
Chemical Importers and Dealers—Brazil.
Curio, Novelty and Handicraft Manufacturers and Exporters—Mexico, November.
Feedstuff Importers, Dealers and Manufacturers—Philippines.
Rubber Goods Manufacturers—Italy.

### Late Leads

Information on trade leads, tenders, offers to buy, etc., with closing deadlines impossible or difficult to meet, are included in the trade leads published in these columns. The information is received too late to be of immediate value to bidders but is published because many readers find it of value in follow-up campaigns in which an effort is made to sell complementary products and services. Sometimes cables to an agent on the scene result in tie-in sales, we are informed.

## Metalworking license requested by French firm

A manufacturer in France seeks a licensing arrangement with a U.S. firm involving metalworking and processing, sheet-iron manufacturing, boiler-making, final assembly of metallic units and related operations.

Write to Chantiers de l'Adour, Route de la Barre, Anglet (Basses-Pyrenees) France.

## Geological repair center bids invited by Iraq

The Ministry of Industry, of Iraq, invites bids on the construction and civil engineering for a geological repair center in Baghdad. The contract number is 111-R.S. 01-63. The bid deadline is January 8, 1964.

Terms and specifications for the project may be obtained from the Directorate of Accounts, Ministry of Industry, Baghdad, upon payment of ID 20 ($56) plus $3 for airmailing to the U.S.

A copy of the terms and specifications is available for review in the Building Materials and Construction Industries Division, Rm. 4014, BDSA, U.S. Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3601).

## Mechanical loading equipment wanted by New Zealand for port

Mr. N. de V. Lawrence, Secretary-Manager, Timaru Harbor Board Office, P.O. Box 76, Ritchie St., Timaru, has announced Contract No. 122, bid deadline January 8, 1964, for the supply of all weather mechanical loading equipment for the Port of Timaru.

The contract consists of the design, construction, completion, commissioning and maintenance of the all-weather mechanical loading equipment as described in specifications and drawings provided by the Timaru Harbor Board Office.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA, Rm. 4022, Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

## Radiosonde transmitters required by Australia

The Department of Supply has issued Tender No. TV 347/7/1 calling for the supply of approximately 25,000 radiosonde transmitters for the Australian Bureau of Meteorology. The bid deadline is January 23, 1964.

The tender calls for supplying radiosonde transmitters on two different frequencies. The quantities required are 21,600 transmitters on 72 mc. and 3,600 transmitters on 403 mc. The delivery of this equipment is to begin in July 1964 and be completed within 24 months at the rate of 888 units per month for the 72 mc. transmitters and 144 per month of the 403 mc. equipment.

Copies of the Tender Notice and the specifications may be obtained from the Secretary, Contract Board, Chancery House, 485 Bourke St., Melbourne, Australia. They also are available on a short loan to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—967-4036).

## Iran invites bids for bobbins of cellophane

The Iranian Tobacco Monopoly has invited bids for 4,500 bobbins of cellophane. Bids must reach the Iranian Tobacco Monopoly's office at Tehran, Iran, up to the end of office hours February 12, 1964.

A copy of the conditions and specifications, and a sample of the cellophane, are available on loan to films located in the U.S. from the Chemical and Rubber Division, Rm. 4412, BDSA, U.S. Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WOrth 7-3529).

# Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated.*

**SOUTH AFRICA**—Rene M. Jacobs, representing Rene M. Jacobs & Associates, (indent agents and brokers), P.O. Box 3545, Cape Town, interested in contacting manufacturers of cast coated papers in all the different calipers in which this quality is manufactured, for direct purchase and agency. January 4 via New York for one week. c/o Overseas Visitors Service Unit, American Express Co., 649 Fifth Ave., New York, N.Y. Itinerary: New York, Cincinnati, possibly Houston.

**TURKEY**—Musa Boz, representing Musa Boz ve Ortaklari (Musa Boz & Partners), Katircioglu Han 316, Asirefendi Caddesi, Istanbul, interested in importing parts and accessories for radios, pick-up tape combinations and sewing machines for assembly in workshop. January via Miami for 10 days. c/o Department of Commerce Field Office, 61st Floor, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: Miami, New York.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.*

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

**WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

# Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.*

## 012 Fruit, Tree Nut, Vegetable Farms

**NETHERLANDS**—Pecan nuts; must be unshelled, packed in bags. Direct purchase and agency, Keerdijk Producten Mij. C.V., (importer, wholesaler, exporter), Singel 68, Amsterdam—C. WTD 5/23/61.

## 142 Chalk

● **BURMA**—Chalk, lump, 1,800 cwts. (in cwt. bags). Tender No. PRV/95/CS (6364), bid deadline January 7, 1964. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO-7-2684).

## 149 Nonmetallic Minerals

**FRANCE**—All kinds of rough gem stones, diamonds, rough; topaz ore; beryl ore; crude zircon; pyrites; fluorite. Compagnie Generale de Madagascar-France, (importer, dealer), 7 rue de Clichy, Paris 9e. WTD 10/21/63.

## 195 Small Arms

**FRANCE**—Carbines, rifles (automatic, semi-automatic, others), related firearms for sportsmen, hunters, shooting-galleries. Good quality. Direct purchase and agency or distributorship. "Au Pêcheur Ecossais," 9 Rue Corneille, Toulouse, Haute-Garonne. WTD 11/20/63.

## 200 Food

**★★ EAST AFRICA—Trade Mission**

Wholesaler of foodstuffs in Kenya, Uganda, Tanganyika seeks U.S. foods, kindred products. Bishendas Bros. Ltd., P.O. Box 517, Nairobi. WTD 7/10/63. I.R. 30.

Importer wants foodstuffs, related products from the U.S. Astor Trading Corp., Ltd., P.O. Box 5308, Nairobi. I.R. 5.

Importer wants variety of staple foodstuffs for distribution to supermarkets, retailers. Whiteharts, P.O. Box 180, DSM, Tanganyika. WTD 12/30/61 & 11/12/63. I.R. 106.

Trading company seeks distributorship arrangements with processors of frozen foods. Twentsche Overseas Trading Co., Ltd., P.O. Box 9162, DSM. WTD 11/14/63. I.R. 128.

Importer seeks canned goods, bottled goods, packaged cereals, glassware, sundries, fancy grocery products for wholesale distribution. Patel Stores Ltd., P.O. Box 746, DSM. WTD 12/27/62. I.R. 139.

Importer wants purchases of rice, produce. Dharmashi Hemraj, P.O. Box 107, Jinja, Uganda. I.R. 335. NCIA.

East African firm wants to purchase such foods as rice, beans, maize, white flour and sugar. He would also like to sell to wholesaler copra, coconut oil, fresh coconuts and cloves, chilli, desiccated coconut and coir fibers. S. Said Assewedy, P.O. Box 143, Zanzibar. I.R. 252. NCIA.

Wants contacts with suppliers for corn or cornmeal, 400 to 500 tons per month, better quality than grown in East Africa but competitively priced; also wants a regular supplier of rice. Would want to purchase wheat, grain and/or flour. This firm has cloves, chillis, peppers, groundnuts for export. M.D. Mandalia & Sons, P.O. Box 19, Zanzibar. I.R. 243. NCIA.

**HONG KONG**—Food products of all kinds, including feeds for poultry. Requests replies from manufacturers only. The Clover Commercial Co., (importer, exporter, general merchant), Gloucester Bldg., Mezz. floor, P.O. Box 634, Hong Kong. WTD 11/8/63.

## 202 Dairy Products

**NETHERLANDS**—Skim milk powder; butter. Firma Bosman, (manufacturer, importer, exporter, wholesaler, sales agent), 126-138 Coolhaven, Rotterdam-6. WTD 8/30/62.

## 203 Canning, Preserving Foods

**ETHIOPIA**—Canned foods, various types. S.P. Rupani, (importer, exporter), P.O. Box 1523, Addis Ababa.

**GERMANY**—Canned fruit, canned vegetables, canned and frozen poultry, dried fruit of all kinds. Requests quotations cif European ports; correspondence in German. Kolonial-Import Grosseinkaufsgesellschaft mbH., (importer, wholesaler), 72 Huettenstrasse, 4 Duesseldorf. WTD 11/6/63.

**SWEDEN**—Frozen vegetables; dehydrated fruit; potato products. Bengt Heidenborgs AB, (wholesaler), Ramgatan 3, Karlstad. WTD 12/3/63.

## 204 Grain Mill Products

**★★EAST AFRICA—Trade Mission**

Manufacturers' representative wants to purchase wheat flour competitively priced with France and Australia. Maganlal Jeychand Shah, P.O. Box 331, Zanzibar. I.R. 239. NCIA.

## 207 Confectionery and Related Products

**★★ EAST AFRICA—Trade Mission**

Commission agent wants confectionery in polythene bags. Seifudin & Co., P.O. Box 324, Zanzibar. I.R. 237, NCIA.

Importer seeks agency for Kenya, Uganda, Tanganyika for confectionery, chewing gum, bubble gum, toffee candies, hard candies, children's candies. Patani Brothers, Ltd., Box 586, Bazaar St., Nairobi, Kenya. I.R. 6.

Confectionery wholesaler seeks chewing gum, bubble gum, confectionery products. Chanbulal & Co., P.O. Box 1711, Nairobi, Kenya. WTD 1962. I.R. 40.

Importer/wholesaler wants a variety of confectionery products. Hatimi's, P.O. Box 2754, DSM. I.R. 94.

**HONG KONG**—Candies of all types. Requests replies from manufacturers only. The Clover Commercial Co., (importer, exporter, general merchant), Gloucester Bldg., Mezz. floor, P.O. Box 634, Hong Kong. WTD 11/8/63.

## 208 Beverage Industries

**ITALY**—Whisky; best quality. Direct purchase and agency. Mario Rossi, (importer, wholesaler, manufacturers' representative), Via Panciera 2, Treviso. WTD 10/8/63.

**SPAIN**—Bourbon whisky, other first class quality liquors, with original presentation.

Direct purchase and agency. Arlegui, S. L., (importer, agent), Calle General Pardiñas 32, Madrid (1).

## 209 Food Preparations

**★★ EAST AFRICA—Trade Mission**

Importer wants edible oils on exclusive basis. Anantrai R. Mavani, P.O. Box 1161, Jinja, Uganda. I.R. 331.

**HAITI**—Inedible grease, fancy tallow, yellow grease, lard (8% flakes to absorb moisture) for the manufacture of laundry soap. Simex, S.A., (wholesaler, importer, exporter), P.O. Box 368, Rue du Magasin de l'Etat, Port-au-Prince. WTD 2/14/63.

**ITALY**—Fish oil. Societa' Bustese Prodotti Chimici, Via Arconate 11, Busto Arsizio (Varese). WTD 11/20/63.

**NETHERLANDS**—Miscellaneous food preparations, kindred products, except canned vegetables, grain mill products. Exclusive agency for Benelux countries. Fa. Jac. van Lunen, (importer, exporter, wholesaler, agent), 118 St. Annastraat, Nijmegen.

**SPAIN**—Wide variety of US canned, boxed foods. Direct purchase and agency. Arlegui, S. L., (importer, wholesaler, agent), Calle General Pardiñas 52, Madrid (1).

Soup concentrates of chicken, ham, beef, in the form of dehydrated grains to be combined with small noodles for preparation of dry soup mixes. Hijos y Hermanos de M. Barroso León, S. L., (manufacturer, importer), Malagón, Ciudad Real. WTD 2/5/63.

## 210 Tobacco Manufactures

**★★EAST AFRICA—Trade Mission**

Importer/wholesaler seeks U.S. tobacco, related products. Hatimi's, P.O. Box 2754, DSM. I.R. 94.

## 220 Textile Mill Products

**See also SPECIAL TRADE LEADS on page 51.**

**★★ EAST AFRICA—Trade Mission**

Importer seeks exclusive agency for Tanganyika market of miscellaneous textile goods. A. M. Chatoo & Sons, P.O. Box 9022, DSM. WTD 1/17/63. I.R. 130.

Wholesaler seeks contacts with U.S. exporters of textiles, piecegoods. Mambule & Sons, P.O. Box 95, Kampala, Uganda. I.R. 275, NCIA.

Wholesaler seeks direct contact with U.S. exporters of piece goods. Mukubira & Sons Ltd., P.O. Box 304, Kampala Uganda. I.R. 265. MCIA.

Importer interested in U.S. yard-goods, ready-made garments. Astor Trading Corp., Ltd., P.O. Box 5308, Nairobi, Kenya. I.R. 5.

Importer seeks U.S. textiles, all varieties, for distribution in East Africa. Benarsi Dass Bros., P.O. Box 2833, Nairobi, Kenya. WTD 7/3/63. I.R. 3.★

Exclusive agency desired for manufacturers of textiles, woolen piece goods, swimming outfits. Federal Representations, P.O. Box 3547, Nairobi, Kenya. WTD 10/63. I.R. 14.

Representative agent wants connections with manufacturer of piece goods, specifically all wool, wool with synthetic fibers for men's, women's garments; also other textiles. The Dodhia Agencies, P.O. Box 889, Mombasa, Kenya. I.R. 209. NCIA.

Firm wants to represent manufacturer of wool and synthetic yardgoods suitable for men's and women's outer garments. Shah Meghji Ladha & Co., P.O. Box 89, Mombasa, Kenya. WTD 11/27/59. I.R. 173. MCIA.

Manufacturer of knitted garments wants textile goods for further expansion; also second-hand textile machinery. The Globe Agencies, P.O. Box 18, Mombasa, Kenya. I.R. 219.★ NCIA.

Firm desires representative agency for textiles, ready-made, second hand clothing. European General Agency, P.O. Box 1429, Mombasa, Kenya. I.R. 208. NCIA.

Firm desires to act as agent for textiles, second-hand clothing. Allied Pan-African Enterprises Ltd., P.O. Box 240, Mombasa, Kenya. I.R. 171. NCIA.

Firm desires to act as agent for textiles, second-hand clothing. United Kenya Commercial Corp., P.O. Box 1527, Mombasa, Kenya. I.R. 197. NCIA.

Importer seeks miscellaneous textiles, ready-to-wear garments from U.S. manufacturers. Interocean Trading Co., P.O. Box 5392, Nairobi, Kenya. I.R. 18.

Agent wants yardgoods, cotton yarns, miscellaneous yarns for knitting garments. Jamshedji Sheth & Co., Ltd., P.O. Box 8614, Nairobi, Kenya. I.R. 45.

Importer seeks agency agreements with textile manufacturers. Gudka Commercial Agency, P.O. Box 30291, Nairobi, Kenya. WTD 5/25/63. I.R. 8.

**ENGLAND**—Cotton, wool, synthetic fabrics, printed and plain, for housecoats. Wovenair Ltd., (manufacturer), 57 Effra Rd., Brixton, London, S.W.2. WTD 11/18/63.

Elastic webbing for use in boot, shoe industries. Samples showing the quality required are available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. (Telephone: 202—WO 7-4675). R. H. Meeson Ltd., (manufacturers, importers, wholesalers), Contex House, Raunds, Wellingborough, Northants. WTD 12/13/60.

**NETHERLANDS**—Textile products for the graphics industry (novelties); furnishings, supplies for the wearing apparel industry (new finishes or processes, non-woven, gauze), allied products. Requests replies from manufacturers only. Direct purchase, exclusive agency. Grafitex, N.V., (importer, exporter, wholesaler, agent), 650 Prinsengracht, Amsterdam.

## 221 Broad Woven Fabric Mills, Cotton

**See also SPECIAL TRADE LEADS on page 51.**

**TRINIDAD**—Cotton and rayon mixtures; poplins. Requests replies from manufacturers only. Direct purchase and agency. Issa Nicholas (Trinidad) Ltd., (manufacturers' representative, commission agents, manufacturers), P.O. Box 678, 65 Queen St., Port of Spain. WTD 11/29/63.

## 222 Broad Woven Fabric Mills, Manmade Fiber, Silk

**GERMANY**—Fiberglass curtain fabric; requests replies from manufacturers only with price quotations fob New York or cif Rotterdam. A sample of the type material desired is available on a loan basis from the Trade Opportunity Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. Rudolf Schneider, (wholesaler, importer), 1 Im Gartenhof, 5 Koeln-Poll. WTD 8/2/63.

## 224 Narrow Fabrics, Other Smallwares Mills

**THAILAND**—Description of goods: elastic webbing for making truck-tops; size: ½", 1" and 1¼" width in 144 yard rolls; quantity: 5,000 to 10,000 gross rolls per year. Songtham Store R.O.P., (importer, wholesaler, manufacturers' agent), 157/6 Petchburi Rd., P.O. Box 556, Bangkok. WTD 2/11/63.

## 225 Knitting Mills, Products

**FRANCE**—Haberdashery; hosiery for men, women, children. Requests replies in French. Direct purchase and agency. Léon Cadoret, (importer, dealer), 12 Résidence Foch, Garches (Seine & Oise). WTD 10/1/63.

## 228 Yarn, Thread Mills, Products

● **BURMA**—Polynosic yarn, dull, hank, 1/30 to 2/80, quantity 128,000 lb. Rayon yarn, bright, hank, 120 D and 150 D, quantity 178,000 lb. Spun rayon yarn, dull, hank, 1/20 and 2/30, quantity 65,000 lb. Polynosic 55% cotton 45% blended yarn, hank, 1/30 to 2/80, quantity 82,000 lb. Tender No. 121-Pa/3/63, bid deadline January 6. The Chairman, Civil Stores Committee No. (2), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO-7-5220).

■ **TURKEY**—Nylon yarns, 60, 70 den., 18 filaments, semi or dull, on cones, approx. 16,300. Nylon yarns 60, 70 den., 18 fil., semi or dull on cones, $6,300. Import license Nos. 002462, 002463. Ticaret Kollektif Sirketi, E. Benkohen, S. Hassuni ve R. Sason Asirefendi Caddesi, Asirefendi Han No. 14, Istanbul.

■ Nylon yarn 60/13/0, 70/17/0; nylon stretch yarn 60/2 den., natural, approx. $14,200. IL No. 2464. Leon Silton. Mahmutpasa Kefeli Han No. 15, Istanbul Manager of Nurettin Ozkonuk and Ismail Altinli.

■ Viscose rayon, staple fiber, 3.75 den., or 3, 4, 5 den., 100 mm. dull or semidull, approx. $5,400. IL No. 755. Polyester staple fiber 3.75 den., 100 mm. dull or semi dull, approx. $10,200. IL No. 756. Altinyldiz Mensucat Fab. A. S. Eyup, Defterdar, Kral Kizi Sok. 95/97 Istanbul. Cable: ALYILMEN, Istanbul.

■ Nylon yarns, 40/13/0, 60/20/0, 70/20/0. Approx. $25,000. IL No. 002423. Orme Ltd., Sirketi, Yesildirek, Hocahan Cad. n. 9 Istanbul.

■ 60 den. 13, 18 or 20 fil., nylon yarns, natural semi or dull, untwisted on cones or cops, first or substandard quality, same in stretch yarns, or 450 TPM or 300 TPM, 70 den., 17 fil., or 20 fil., nylon stretch yarns. Approx. $8,000. IL No. 002446.

All the above are for loan No. 277-H-043. U.S. source. Bid quotation date January 2, 1964. SBC-486.

■ Stretch nylon yarn, natural, den. 60/2, 70/2, approx. $6,000. IL No. 2422. Oro Motro Mahmutpasa Hamam Sokak No. 18, Istanbul.

■ Synthetic yarns, nylon, 60/1 or 70/1 den., approx. $20,100 c&f. IL No. 2443. Synthetic yarns, nylon, 60/1, 70/1 den., approx. $32,300 c&f. IL No. 2448. Emniyet Ticaret Koll. Sti. Bunyamin ve Nesim Mizrahi Hasircilar No. 9/1, Istanbul. Cable: EMIT, Istanbul.

■ Nylon yarns 60 den., 18 or 32 fil., semi or dull, untwisted, first or sub-standard quality; same, except 70 den., 17 or 20 fil.; 60 den. nylon yarn, 12 or 20 fil., 300 or 450 TPM, semi or dull, substandard or first quality; nylon stretch yarns, 60 den., 20 fil., natural, substandard or first quality; nylon stretch yarns, 70 den. 20 fil., natural, first quality, approx. $12,000. IL No. 2343. Guven Mensucat Ltd., Sti. Fincancilar 22 Gokcen Han 5, Istanbul. Cable: MUNIROL, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-486.

■ Nylon yarns 60 and 70 den., 18 fil., semi-dull or dull on cones, approx. $11,300. IL No. 002447. Ticaret Kollektif Sirketi, E. Benkohen, S. Hassuni ve R. Sason Asirefendi Caddesi, Asirefendi Han 14, Istanbul.

■ Unthrown nylon yarn, 60, 70, 90, 100 den. approx. $20,000. IL No. 2420. Y. Leon Hason ve Ortaklari Kollektif Sirketi. Cable: HIHASON, Istanbul.

■ 1/60, 1/70 den. nylon yarn; 2/60, 2/70 nylon stretch yarn on cones, approx. $10,000. IL No. 2353. Kazim Gercel Ogullari Ltd., S. Sultanahmet Ticarethane S. 49, Istanbul.

■ 60/70 den. nylon yarn; 60 den. nylon yarn, semi-dull, on metal, approx. $155,000 fob. IL No. 328. Naylonteks Ticaret Ve Sanayi A. S. Zeytinburnu, Demirhane Cad 217, Istanbul. Cable: NAYLON, Istanbul.

■ 40-60-70 den. nylon yarn, approx. $17,800. IL No. 2444. Tekta Teksil Sanayi A. S. Sultanhaman Hamdibey Gecidi, No. 18/20, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-486.

## 229 Textile Goods

**★★EAST AFRICA—Trade Mission**

Large blanket manufacturing concern seeks raw materials: rags, shoddy materials, waste, other products used for blanket manufacturing. Nakuru Industries Ltd., P.O. Box 22, Nakuru, Kenya. I.R. 181.

**NETHERLANDS**—White, colored cotton thread waste; new soft white, colored gauze waste; colored curtain scrap (cotton only); tarred, untarred old hemp ropes. N. V. Dutch Oakum Works, (Dutch name: Fabriek voor Machinaal Breeuwwerk v/h Joh. Smit N. V.), Westerkade 4-10, Schiedam. WTD 4/6/62.

White, colored cotton thread waste; new soft white, colored gauze waste; colored curtain scrap, cotton only; tarred, untarred old hemp ropes. Fabriek voor Machinaal Breeuwwerk v/h/ Joh. Smit N. V. (N. V. Dutch Oakum Works), (importer, manufacturer), 4-10 Westerkade, Schiedam. WTD 4/6/62.

## 230 Apparel

**★★EAST AFRICA—Trade Mission**

Importer/wholesaler wants second-hand civilian clothing of cotton, rayon, woolen goods. Tanganyika National Traders Agency, P.O. Box 15241, DSM. WTD 11/14/63. I.R. 134.

Retailer seeks men's sports shirts, other wear. Zakariya & Sons, P.O. Box 2256, Mombasa, Kenya. I.R. 187. NCIA.

Firm desires job lots, low-priced cotton clothing for men, women, children for East African market; also mill ends, end runs. The Marco Surveys Ltd., P.O. Box 1914, DSM I.R. 118.★ NCIA.

Women's cool cotton dresses, $5 to $6 price ranges desired, for East African market; also seeks supplier of second hand shoes at $1. Thrift Shop, P.O. Box 3063, DSM. WTD 1963. I.R. 131. NCIA.

## 231 Men's, Youths', Boys' Suits, Coats, Overcoats

**FRANCE**—Ready-to-wear clothes for men, boys. Requests replies in French. Direct purchase and agency. Leon Cadoret, (importer, dealer), 12 Résidence Foch, Garches (Seine & Oise). WTD 10/1/63.

## 232 Men's Youths', Boys' Furnishings, Work Clothing

**FRANCE**—Men's, boys' underwear. Requests replies in French. Direct purchase and agency. Léon Cadoret, (importer, dealer), 12 Résidence Foch, Garches (Seine & Oise). WTD 10/1/63.

**SINGAPORE**—Men's, boys' shirts; importer, wholesaler, retailer, manufacturer requests replies from suppliers with price quotations cif Singapore; prices must be competitive. Samples and catalogs requested. Sin Tet Shoe Co., 201 Arab St., Singapore 7.

## 233 Women's, Misses', Juniors' Outerwear

**FRANCE**—Ready-to-wear clothes, including coats, dresses, for women, misses, children. Requests replies in French. Direct purchase and agency. Léon Cadoret, (importer, dealer), 12 Résidence Foch, Garches (Seine & Oise). WTD 10/1/63.

**GERMANY**—Coats of imitation fur material, "Arnel" (sharkskin) dresses in medium-priced field, leisure wear. Direct purchase and agency. Hilmarop Import-Warenvertriebsgesellschaft mbH., (importer, distributor), Drostestrasse 7a, Hannover.

**JAPAN**—Pleated skirts, dresses, suits, blouses, leather, imitation leather coats for misses. Direct purchase and agency. The Nissei Trading Co., Ltd., (importer), Tokiwa Bldg., 3 Nishisekiya-cho 2-chome, Naniwa Ku, Osaka.

**SINGAPORE**—Skirts; manufacturer, wholesaler, retailer requests replies from suppliers with price quotations cif Singapore; prices must be competitive. Samples and catalogs requested. Women's shirts, blouses; manufacturer, wholesaler, retailer requests replies from suppliers with price quotations cif Singapore; prices must be competitive. Samples and catalogs requested. Sin Tet Shoe Co., 201 Arab St., Singapore 7.

## 236 Girls', Children's, Infants' Outerwear

**★★EAST AFRICA—Trade Mission**

African firm desires contacts with U.S. manufacturers for children's clothes. Happitots, P.O. Box 768, Kampala, Uganda. I.R. 287.

## 237 Fur Goods

**ITALY**—Ready-to-wear furs. Direct purchase and agency. Sergio Baraglia (agent), 42 Corso Duca degli Abruzzi, Turin.

## 239 Fabricated Textile Products

**★★EAST AFRICA—Trade Mission**

Wholesale-retail establishment wants commercial fishing nets. Esmailji Amiji & Co., P.O. Box 146, Zanzibar. I.R. 235. NCIA.

## 242 Sawmills, Planing Mills

**★★EAST AFRICA—Trade Mission**

African construction company seeks exclusive agency for portable sawmill from U.S. manufacturer or supplier. Nile Construction Co., P.O. Box 281, Jinja, Uganda. WTD 11/27/63. I.R. 343.

● **IRAN**—Railway crossties, untreated, seasoned, 60,000 units, 260 x 25 x 15 cms. (5.9" x 9.84" x 8.53'), of oak, beech, pine, or "similar." Tender 42/866, closing 900 hours February 23, 1964. Iranian State Railways, Purchase Dept., Section of Adjudication & Contracts, Tehran.★ (Telephone: 202-WO 7-3359 or 3365).

**NETHERLANDS**—Direct purchase of Canadian Sitka spruce (leaf-wood). N. V. Houthandel Altona, (importer, exporter, manufacturer, wholesaler), 1 Bylstraat, Rotterdam-22. WTD 12/3/63.

## 243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

**FRANCE**—Prefabricated dwellings, wood; precut town and country houses or residences, permanent types, medium sizes preferred (living room, kitchen, three bedrooms). Agency and direct purchase. Requests replies in French, with price lists, descriptive literature. Etablissements Roquefort et Ferrasse, (construction material dealers), 167-169 Ave. Jean-Jaurès, Agen, Lot-et-Garonne. WTD 11/29/63.

## 249 Wood Products

**NETHERLANDS**—Cork floor coverings. Direct purchase and/or agency. H.V.O. Industrie en Handelsonderneming N.V., (importer, wholesaler), 39 Schermlaan, Rotterdam-3. WTD 11/29/63.

## 251 Household Furniture

**JAPAN**—Metal household furniture, all kinds. Mr. E. Shiraishi, Mitsui & Co., Ltd., (general merchant, importer, exporter), P.O. Box 822, Tokyo Central, Tokyo. WTD 6/11/63.

**NEW ZEALAND**—Metal T.V. stands and/or decorative metal serving trays. Requests replies from manufacturers only. Direct purchase and agency. Mr. A. Hawley, Sr., Andrew Hawley Ltd., (manufacturers' agent, importer), P.O. Box 312, Wellington. WTD 11/27/63.

**SWEDEN**—Bathroom and kitchen cabinets. C. A. Manden, (wholesaler), Stampgatan 40, Göteborg C. WTD 5/17/63.

## 252 Office Furniture

**★★EAST AFRICA—Trade Mission**

Importer wants office furniture. Jaffer Alloo, P.O. Box 165, Zanzibar. I.R. 242.

## 254 Partitions, Shelving, Lockers, Office, Store Fixtures

**★★EAST AFRICA—Trade Mission**

African importing firm wants low-priced hand steel files. British East Africa Corp., P.O. Box 664, Nairobi, Kenya. I.R. 60.

## 259 Furniture, Fixtures

**JAPAN**—Window shades, accessories; venetian blinds, parts, accessories. Mr. E. Shiraishi, Mitsui & Co., Ltd., (general merchant, importer, exporter), P.O. Box 822, Tokyo Central, Tokyo. WTD 6/11/63.

**NETHERLANDS**—Metal counters for restaurants, cafes. Requests replies from manufacturers only. J.C. van Donkelaar, N.V., (manufacturer, importer), 37-41 Adm. de Ruyterweg, Rotterdam.

## 260 Paper Products

**★★EAST AFRICA—Trade Mission**

Importer of printing products wants to purchase 20,000 lb. of paper per year. Lloyds Paper Industries, P.O. Box 7502, Mombasa, Kenya. I.R. 200. NCIA.

Manufacturer of paper products seeks paper for manufacture of tags, envelops. The Mombasa Printing Works, P.O. Box 481, Mombasa, Kenya. I.R. 163.

Manufacturer wants paper for production of paper products such as drinking straws, toilet tissue, bags, business machine rolls. Chandaria & Co., P.O. Box 1155, Mombasa, Kenya. WTD 1963. I.R. 214.

## 261 Pulp Mills, Products

**GERMANY**—Lignin, 97.5% under 0.1 m.m.,

2.5% over 0.1 m.m.; water content not exceeding 6%, ashes not more than 1%. Offers for 2,000 kilograms on fob ocean carrier price basis in 50 kilogram fibre drums. Classen & Co., (importer), Jungfernstieg 51, Hamburg 36.

**ITALY**—Wood pulp, cellulose, for paper mills. Impexind, S.p.A., (importer), Via Lanzone 7, Milan. WTD 9/5/63.

■ **KOREA**—Bleached, unbleached sulphite wood pulp, soft and hard wood; bleached, unbleached, semibleached sulphate kraft wood pulp; same, sulphate bagasse pulp, all prime grade 90/100 airdry basis, 6700 long tons. C&f or cif Pusan by U.S. flag vessel. Reference No. FFO-SAI-3-774. Korea Paper Mfg. Association, 194 1-Ka Ulchiro, Chung-ku, Seoul. Cable: PAPERMAKERS.

■ Unbleached sulphate kraft wood pulp 90/100 air dry basis prime grade soft wood, for multiwall sack kraft paper making. 2850 l.t. C&f or cif Pusan/Inchon by U.S. flag vessel. Ref. No. FFO-SAI-3-773. Shin Hung Paper Mfg. Co., Ltd., 407 Kaibongdong, Youngdong-poku, Seoul.

Both the above are for PA No. 489-356-3212. U.S. only source. Quotation date December 29. Copies of all offers made should be sent air mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-485.

## 262 Paper Mills, Products

**BELGIUM**—Kraft paper, good quality. Requests replies in French. Etablissements George Van Dille, (importer, wholesaler), 9 Ave. C. Vandewiele, Renaix. WTD 11/27/63.

Wrapping paper, kraft quality, other types. Ernest Van Den Berghe, (importer, wholesaler), 200 Groenstraat, Aalst. WTD 11/27/63.

**★★EAST AFRICA—Trade Mission**

Paper manufacturer seeks 1,500 to 2,000 tons of unglazed brown bag kraft paper. East Africa Paper Bag Manufacturer, Ltd., P.O. Box 4278, Nairobi, Kenya. WTD 8/2/62. I.R. 1.

**MOROCCO**—Treated, satined kraft paper in spools, rolls, or sheets. Comptoir des Papiers au Maroc, (importer), 10, rue de Noyon, Casablanca. WTD 6/17/63.

■ **TURKEY**—Kraft sack paper, unglazed, unbleached, pure multiwall, in rolls of approx. 40″ dia., cores 3″, width 40½″; weights approx. 70 gr. m2 for approx. ⅔ of total quantity, 90 gr. m2 for remainder, these weights not to be exceeded. Should match U.S. Federal Specification UU-S-48 C or the Bates specification for kraft sack paper. Samples, 100 x 75 cm., for laboratory tests required. Quotations to be fas-USA port or fob European port, and cf Istanbul per m.t.; delivery soon as possible. Approx. $100,000—c&f. Loan No. 277-H-043. U.S. source. IL No. 2362. Quotation deadline January 2, 1964. Ciasan Cimento Ambalaj Sanayii L. Sti., Galata. Komerciale Han Kat 3, Istanbul. Cable: CIASANTED. SBC-488.

■ Kraft paper, in rolls 100-120 cm. dia., 102 cm. wide, fiber composition 100% brown kraft cellulose; to certain specifications; approx. $49,700. In strong export packing to withstand sea and land transportation. Loan No. 277-H-043. U.S. source. Quotation deadline January 2, 1964. IL No. 8511. Sumerbank Cimento Sanayii Muessesesi, Sivas. SBC-488.★

## 264 Converted Paper, Paperboard Products

**ITALY**—Kraft liner. Impexind, (importer), Via Lanzone 7, Milan. WTD 9/5/63.

**SINGAPORE**—Stationery, paper, packed; importer, exporter, wholesaler requests replies from suppliers with price quotations cif Singapore; prices must be competitive; samples requested. Direct or Agency purchase. Cheong Lee Yuen Ltd., 57 S. Bridge Rd., Singapore 1. WTD 11/26/63.

**SOUTH AFRICA**—Transparent cellulose in sheets or reams for food packaging. Direct purchase and agency. B.A. Selander & Co. (Pty.), Ltd., (importing distributor), P.O. Box 3380, Cape Town. WTD 12/18/62.

**TRINIDAD**—Paper for manufacturing paper bags; wrapping paper. Requests replies from manufacturers only. Direct purchase and agency. Issa Nicholas (Trinidad) Ltd., (manufacturers' representative, commission agents, manufacturer), P.O. Box 678, 65 Queen St., Port of Spain. WTD 11/29/63.

## 270 Printing, Publishing Industries

**★★EAST AFRICA—Trade Mission**

Printer wants list of U.S. fashion magazines to sell in Zanzibar; also would like to hear from U.S. magazines who would be interested in purchasing feature articles, photographs about Zanzibar. Unguja Printing Works, P.O. Box 1261, Zanzibar. I.R. 246. NCIA.

## 273 Books

**★★EAST AFRICA—Trade Mission**

Technical publications, such as maintenance of refrigeration equipment, other books for use by refrigeration dealers. Samcax Book Services Ltd., P.O. Box 2720, Nairobi, Kenya. I.R. 11.

**ITALY**—Art books. Direct purchase and agency. Libreria Cantoni, (agent), Via Visconti di Modrone 29, Milan. WTD 10/21/63.

**PHILIPPINES**—Books on plants, animals, poultry. Direct purchase and agency. Wilson Southern Supply, (wholesaler, retailer), Luzon Extension St., Cagayan de Oro City. WTD 9/25/62.

## 275 Commercial Printing

**AUSTRALIA**—Plastic coated playing cards. Rovex Import & Export Co., (importer), Box 4560, G.P.O., Sydney. WTD 8/9/62.

## 281 Industrial Chemicals

**See also SPECIAL TRADE LEADS on page 51.**

**BELGIUM**—B-methoxyethyl-pyridine; large quantities. Kempisch Laboratoria Kela, (importer, wholesaler, manufacturer), 155 Belgielei, Antwerp. WTD 6/3/63.

■ **CHINA**—Caldent dicalcium phosphate, dentifrice grade, Victor, or equal, 200,000 lbs., packed in 100 lb. triotex jute bags. Cif Keelung. PA No. 484-390-000-253-3213. U.S. source. Quotation date December 28. Hawley & Hazel Chemical Co., Ltd., 27 Kang Ting Rd., Taipei. Cable: HAZELCOMP, Taipei. sbc-485.

**★★ EAST AFRICA—Trade Mission**

Chemical importer wants lindane, benzene hexachloride (40% concentrate) or superphosphates, phosphorous type fertilizers. Israel Foreign Trade Corp., Amiran, Ltd., P.O. Box 30327, Nairobi, Kenya. I.R. 84.

Insecticides manufacturer desires essential chemical ingredients for manufacturing insecticides, fungicides, weed killers, fumigants, specifically: dimethyl-methylmercaptomethylphenyl thiophosphate; diethyl paranitrophenyl thiophosphate; copper such as oxychloride for fungicides. R. O. Hamilton, Ltd., P.O. Box 12030, Nairobi, Kenya. WTD 7/24/63 I.R. 34.★

Manufacturers representative wants to purchase caustic soda. Maganlal Jeychand Shah, P.O. Box 331, Zanzibar. I.R. 239.

Importer wants caustic soda on exclusive distributorship basis. Anantrai R. Mavani, P.O. Box 1161, Jinja, Uganda. I.R. 331.

Importer needs 500 metric tons monthly supplies each of caustic soda for soap manufacture, sulphur for refining sugar. Denovan & Co. Ltd., P.O. Box 3921, Kampala, Uganda. I.R. 317.★

Importer desires to contact U.S. suppliers of bulk quantities of soda bicarbonate, potassium nitrate, sulphur, thymol, ammonia bicarbonate, similar chemicals for retail sales. Khaku Rajpar & Co., P.O. Box 301, Zanzibar. I.R. 249. NCIA.

Manufacturer of plastic products desires raw materials to manufacture rigid foam of polystyrene variety. Kenya Foams Ltd., P.O. Box 2575, (Najarali St.) Mombasa, Kenya. I.R. 179.

■ **GREECE**—Acide phenique cryst, 50,000 gr.; serum antitetanique purifie, 75,000 ampoules; alcool ethylique absolu 100%, 300,000 gr.; ammonium sulfate, 50,000 gr.; potasse iodate and iodure, pr. an., 3,000 gr.; sodium carbonate an. pr., 10,000 gr.; zinc sulfate pr. an., 25,000 gr. Ref. No. 561. Kingdom of Greece, Institute of Social Insurance, 8 Agiou Konstantinou St., Athens. Bid deadline January 6, 1964. Copies of detailed specifications and conditions may be obtained from the Greek Foreign Trade Administration, 221 Massachusetts Ave., N.W., Washington, D.C., 20008. SBC-487.

**ITALY**—Chemical products for the textile, leather industries. Societa' Bustese Prodotti Chimici, Via Arconate 11, Busto Arsizio (Varese). WTD 11/20/63.

**MEXICO**—Solvents for the paint industry; requests replies in Spanish. Pinturas y Solventes, S.A., (manufacturer), Andalucia No. 39, Mexico, D.F. WTD 11/4/63.

**MOROCCO**—Sodium paste for kraft paper manufacture. Comptoir des Papiers au Maroc, (importer), 10, rue de Noyon, Casablanca. WTD 6/17/63.

**PAKISTAN**—Nickel. chromium polishes, composition salts. Fateh Industries, Bazar Kathian, Sialkot City. WTD 11/27/63.

**THAILAND**—Chemicals for the manufacture of cosmetics, such as thioglycolic acid, sodium lauryl sulphate, methylene chloride. Parisian Ltd. Partnership, (manufacturer, importer), 146-152 Damrongrak Rd., Bangkok. WTD 11/27/63.

■ **TURKEY**—Potash caustic soda solid; same, flake; both 95-96-97-98-99%; approx. $29,500; fob, cf; in steel drums. Loan No. 277-H-043. U.S. source. IL Nos. 000699; 150317, 19, 20, 21, 23, 24, 27, 31, 32, 33, 34, 35, 37, 38, 39, 41, 43, 44, 45, 47, 49, 51, 55, 56, 58, 60, 62. Quotation deadline December 27. Anadolu Ithalat Kollektif Sirketi, Nesim Eskenazi ve Yakup E. Totah, Asmaalti, Canbazhane Caddesi No. 1, P.O. Box 1102, Istanbul. Cable: TOTAH, Istanbul. SBC-492.

■ Caustic soda, solid, 98/99%, approx. $10,000 fob. Import license No. 723. Sukru Alemdar ve Yegenleri Alemdarlar Kollektif Sirketi Istiklal Caddesi No. 86. Gemlik. Cable: ALEMDAR, Gemlik. Loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-486.

■ Caustic soda flakes, 98/99%, in 300-400 kilo drums, Fob at U.S. port, approx. $11,400. Import license Nos. 0008/021843; 0007/021838; 0009/021839; 0006/021840. Bossa Ticaret ve Sanayi Isletmeleri T.A.S., Karsiyaka, Adana.

■ Potassium hydroxide, 88 or 90%, approx.

$5,100. IL No. 455. Ali Ekmekci, Haci Isa Mektep sokak No. 15 Balat, Istanbul. Cable: SAME.

Both the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-486.

## 282 Synthetic Materials

■ **CHINA**—Polyethylene film grade, 22406; polystyrene hi-flow 55 206, 100,000 lb. each, packed in 550 lb. steel drums. C&f Kaohsiung. PA No. 484-390-000-253-3213. U.S. source. Quotation date December 30. Yung Nan Hong, 75 Wing Foo Rd., Tainan, Taiwan. SBC-485.

**★★ EAST AFRICA—Trade Mission**

Plastic manufacturer wants to purchase P.V.C. compound for injection plastic moulding; plastic, nylon buckels; polyetheylene bags; sandel rivets. Plastic Shoes E. Africa Ltd., P.O. Box 3594, Kampala, Uganda. I.R. 258.

**MOROCCO**—Vinyl chloride-acetate or similar material in sheets for phonograph records manufacturing. Quotations cif Casablanca; requests replies in French. Disco-Maghreb, (manufacturer), 11, rue du caporal Beaux, Casablanca.

■ **TURKEY**—Polystyrene crystal, colors and/or polyethylene, high density, polyethylene for blowing, approx. $17,000 cif. Import license No. 673. Kahraman Savas, Fatih Sinanaga Mah. Sehnam Sok. No. 23 1st. Cable: MOZE, Istanbul.

■ Synthetic hydrocarbon polymer resin; urea-formaldehyde resin, $2,000 each; melamine-formaldehyde resin, $3,000; acrylic copolymer resin, $2,000; acrylic copolymer resin, $2,000; polyvinyl butyral, $1,000; polyvinyl acetate emulsion, $17,000. IL No. 542. Cavusoglu Boya Sanayii ve Ticaret Koll, Sti. Recep Cavusoglu ve Ortaklari Galata, Fermeneciler No. 56, Istanbul. Cable: CAVUSOGLULIARI GALATA, Istanbul.★

■ D.O.P. plasticizer, $45,000; B.B.P. plasticizer, $15,000; D.I.O.P. plasticizer, high molecular weight suspension type polyvinylchloride, same, emulsion type, low viscosity, high molecular, same, paste resin, bulk density, $10,000 each; pure phenol resin, thermoplastic type and synthetic resin of the paracoumarone-indene type, $5,000; epoxyde resins, monomeric epoxy esthers, liquid barium cadmium stabilizer, azodiocarbonamid in powder or liquid form, hardener for epoxyde resins, $5,000 each. Total value $130,000. IL No. 000557, 000560. Derby Plastik Fabrijasi Koliektif Ortakligi Rafael Torel, Jak Smram Ve Ortaklari Bahcekapi Kutlu Han No. 21, Istanbul. Cable: CIZME, Istanbul. Loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-486.

■ High styrene synthetic rubber containing 50% styrene; synthetic rubber, polychloroprene not modified by sulphur, made stable by thiurame disulphur; cold rubber, SBR type 1708, general purpose, oil extended, 37.5 parts naftanic, bound styrene 22.5/24.5; synthetic rubber, type 1502. butadiene styrene copolymer emulsion polymerized at approx. 41 F., using a mixture of fatty and rosin acid soaps, coagulated by salt-acid, containing non-staining antioxydant; synthetic rubber butadiene acrilonytrile copolymers, approx. $30.000. Loan No. 277-H-043. U.S. source. IL No. 002366. Quotation deadline January 2, 1964. Derby Lastik Fabrikasi A.S., Bahcekapi Kutlu Han No. 21, Istanbul. Cable: CIZME, Istanbul. SBC-488.

■ Plastic materials: polystyrene, polyethylene, approx. $5,500. Import license No. 516. Nesim Behar Sesli rum Kilise arka sok. No. ½. Cable: NESPLAS, Istanbul.

■ Mixture of flexible and rigid polyester resin, water clear, fast gelling, long life, for manufacturing nacred button sheets, glass reinforced corrugated sheets; special plastics powders for coating purposes, approx. $14,000. IL No. 1/91; 565. Ilkalem Ticaret Ve Sanayi, Ltd., Sti. Istiklal, Caddesi 465.46 Beyoglu, Istanbul. Cable: ILKALEM, Istanbul.

■ Rigid polyvinyl chloride compound to be used in the manufacture of drinking water pipes, approx. $8,000. IL No. 1072, Kazim Goktepe, Nedim Goktepe, Necdet Goktepe, Goktepe Kollektif Sirketi, 1580 Sokak No. 179 Cambidi, Izmir.

■ Virgin polyethylene for blown film extrusion, $13,600. IL No. 495. Cavit Cicek Mahmutpasa, Tarakcilar Caddesi 55, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-486.

■ Virgin polyethylene for blown film extrusion, approx. $8,000. IL No. 496. Guven Plastik Kollektif Sirketi Alexsandr Orme Selim Tanatar ve Ort. Uzuncarsi, Istanbul Han Arkasi Cikmazi Mimar Han 3/4.

■ Polyethylene film and injection grade, high density, about 20 tons; D.O.P., 5 tons. IL No. 261/89546. Ege Plastik ve Kaucuk Sanayi Ltd., Sti., 1077 Sok, No. 5, Izmir. Quotation date January 2, 1964.

■ Raw materials for plastics, acrilic sheets, between 2 and 5 m.m., white, straight, satine color, approx. $8,000. Quote per kilogram fob New York. IL No. 452. Quotation date January 6, 1964. Rengin Dugme Atelyesi Kol. Sti Isak Sefiha ve ortagi Omer Hayyam Caddesi No. 140/13 Beyoglu, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. SBC-486.

■ **VIETNAM**—Raw materials for plastics, polystyrene, crystal, 17,600 lb., same, colored, 11,000 lb.; polyethylene, natural, low density, 34,100 lb.; same, high density, 11,000 lb. Societe Inimex, 19-23 Nguyen Van Sam, Saigon.

■ Polyamide resin for the extrusion of film and monofilament, 11,000 lb.; same, for the extrusion of monofilament, standard grades, 13,200 lb. To Hop Tran Phuc Phat, 13 Le Quang Liem, Cholon.

■ Plasticizer for PVC dioctyl phthalate, 88,000 lb.; stabilizers for PVC, 3,600 lb., 2250 lb. Advastab T-150. 1350 lb. T-17M. Ufiplastic Cong Ty S.A., 4 Thi Sach, Saigon.

All the above are limited world wide (901). Offers reviewed on c&f basis only; fob. freight costs indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. Quotation date December 31. SBC-485.

■ Raw materials for plastics: plaskon nylon for the extrusion of monofilament, fishing lines, nets, 33,000 lb. Ets. Tran Phuc Phat, 13 Le Quang Liem, Cholon.

■ Polystyrene in bead or pellet form, self-extinguishing, expandable, 17,600 lb.; polyethylene, natural, low density, 66.000 lb.; polystyrene crystal, 22,000 lb.; polyvinyl chloride resin for making compound in crystal clear grade, 220,000 lb.; acetate cellulose molding compound, blue color, 8,800 lb.; polyvinyl chloride resin for making compound. 6 600 lb. Ufiplastic Cong Ty, 4 Thi Sach, Saigon.

Both the above are limited world wide (901). Quotation date December 30. Offers reviewed on c&f basis only; fob. freight costs must be indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-485.

## 283 Drugs

**★★ EAST AFRICA—Trade Mission**

Confectionery wholesaler wishes to add pharmaceutical products to his line. Chanbulal & Co., P.O. Box 1711, Nairobi, Kenya. WTD 1962. I.R. 40.

General trading importer wants pharmaceuticals, especially antibiotics for wholesale distribution. Smith Mackenzie & Co., Ltd., P.O. Box 120, Mombasa, Kenya. WTD 8/29/63. I.R. 184.★

**ITALY**—Gelidium (sea weed), other chemcal products for the pharmaceutical industry. Savoma Medicinali, S.A., (manufacturer), Via Baganza 2, Parma. WTD 11/12/63.

**NETHERLANDS**—Veterinary preparations; pharmaceutical preparations; medicinal chemicals, inorganic, organic. Requests replies from manufacturers only. Direct purchase and exclusive agency. Chemical & Pharmaceutical Industry "International Scientific," N.V., (manufacturer, importer, exporter, sales agent), 17-19 Kerkstraat, Hank, N.B.

**PAKISTAN**—Sulpha, bulk packaging. Direct purchase and agency. (importing distributor, manufacturers' agent, commission agent), The Eastman Traders, 11 Brandreth Rd., Lahore. WTD 11/22/63.

**SOUTH AFRICA**—Raw materials for use in medicines, also all types of medical supplies; requests replies from manufacturers only. Bay Mfg. Chemists (Pty.) Ltd., (manufacturer and distributor), 88 Church St., Cape Town.

■ **VIETNAM**—Pancortin, B6 Ad. 2,000 boxes; Pancortin B6 Ped., 1,000 boxes; Rubrohepar B. complex, 1,000 boxes; Bromo-calcium amp. 5 cc., 1,500 boxes; nisidina, 2,500 tubes and boxes; neo-ticinil, 1,500 bottles; allergina, 500 boxes, same 1,000 bottles; progevite E, 2,000 boxes; proguline, 500 boxes; complebin C.120 gr., 1,000 bottles; P.C.O. children's 120 gr., 1,000 bottles; lipovit, 500 bottles. Various description, packings. Quotation date December 30. Vinacifa, S. A., 213 Cong Ly, Saigon. Limited world wide (901); c&f basis only; fob, freight costs indicated separately. 100% U.S. flag vessel. Copy of each offer is to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-485.

## 284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

**★★ EAST AFRICA—Trade Mission**

Solvents, chemicals for standard type steam presses desired by dry cleaners. Ritz Dry Cleaners Ltd., P.O. Box 811, DSM. I.R. 110.

Agency representation arrangements desired with suppliers and/or manufacturers of cosmetics, nail polish, hair preparations, other toilet preparations for sale in Zanzibar, Kenya, Tanganyika, Uganda, Aden; also wants perfume sprayers. Gokaldas Sunderji Rughani Ltd., P.O. Box 13, Zanzibar (Dar es Salaam, Nairobi). I.R. 247. NCIA.

**GERMANY**—Cosmetics, perfumes of all kinds; importing distributor requests replies from U.S. manufacturers only with price quotations cif Dutch or German ports. Medro Handelsgesellschaft Engels & Co. mbH., 20-22 von-Werth-Strasse, 5 Köln. WTD 11/22/63.

**NETHERLANDS**—Cosmetic preparations. Requests replies from manufacturers only. Direct purchase and exclusive agency. Chemical & Pharmaceutical industry "International Scientific", N.V., (manufacturer, importer, exporter, sales agent), 17-19 Kerkstraat, Hank, N.B.

**PHILIPPINES**—Rodent poisons. Direct purchase & agency. Wilson Southern Supply, (wholesaler, retailer), Luzon Extension St., Cagayan de Oro City. WTD 9/25/62.

**SINGAPORE**—Cosmetic preparations; importer, exporter, wholesaler requests replies from suppliers with price quotations cif Singapore; samples requested. Direct or agency purchase. Cheong Lee Yuen Ltd., 57 S. Bridge Rd., Singapore 1.

## 285 Paints, Varnishes, Lacquers, Enamels

**★★ EAST AFRICA—Trade Mission**

Commission agent wants paints in drums marked per imperial gallons. Seifudin & Co., P.O. Box 324, Zanzibar. I.R. 237.

**JAPAN**—Aluminum paints. Mr. E. Shiraishi, Mitsui & Co., Ltd., (general merchant, importer, exporter), P.O. Box 822, Tokyo Central, Tokyo. WTD 6/11/63.

## 287 Agricultural Chemicals

**ISRAEL**—Newly developed technical insecticides for agricultural purposes. Direct purchase and agency. Neopharm Ltd., (importer, manufacturer's agent), 7 Pinsker St., P.O. Box 3065, Tel Aviv. WTD 1/22/63.

**PHILIPPINES**—Fertilizers, Vigaro Folium, Hyphonit. Direct purchase and agency. Wilson Southern Supply, (wholesaler, retailer), Luzon Extension St. Cagayan de Oro City. WTD 9/25/62.

**SINGAPORE**—Fertilizers, fungicides, insecticides; importer, wholesaler, retailer, indent agent requests replies from manufacturers with price quotations cif Singapore; prices must be competitive. Corona Florist, 10 De Souza St., Singapore 1. WTD 11/21/63.

## 289 Chemical Products

**See also SPECIAL TRADE LEADS on page 51.**

**BELGIUM**—Indelible ink, good quality, to be used for markings on fabrics, leather articles. Ets. Georges Van Dille S.A., (importer, wholesaler), 9 Vandewielelaan, Ronse. WTD 11/27/63.

**FRANCE**—Glues for the shoe industry; requests replies in French. Direct purchase and agency. Alfred Cheron, (importer, wholesaler, exporter), 20 rue Biot, Paris 17e.

**GERMANY**—Chemicals, chemical specialities for use in metal processing, mining, steel, textiles, glass, ceramic, cosmetics industries, dry cleaning shops. Requests replies from manufacturers only, quotations cif European ports. Karl Loeffler KG, (importer, exporter, wholesaler), 7 Weidenpesch, 5 Koeln. WTD 10/24/63.

**NETHERLANDS**—Miscellaneous chemical products; aerosols. Direct purchase and exclusive agency. Chemical & Pharmaceutical Industry "International Scientific," N.V., (manufacturer, importer, exporter, sales agent), 17-19 Kerkstraat, Hank, N.B.

**TRINIDAD**—Liquid glue, printing ink for rotary printing. Requests replies from manufacturers only. Direct purchase and agency. Issa Nicholas (Trinidad) Ltd., (manufacturers' representative, commission agents, manufacturer), P.O. Box 678, 65 Queen St., Port of Spain. WTD 11/29/63.

## 295 Paving, Roofing Materials

● **BURMA**—Three ply asphalt roofing felt 3' x 72', 200 rolls. Tender No. CS/8/G1/ (63-64), bid deadline December 30. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202—WO7-3601).

## 301 Tires, Tubes

**★★EAST AFRICA—Trade Mission**

Automobile firm seeks contact with small U.S. manufacturer of tires, tubes; also camelback for retreading of tubes. Kassams Automobile House, Ltd., P.O. Box 2910, Kampala, Uganda. I.R. 253.

Service station wants automobile spares, accessories. Subzali Service Station Ltd., P.O. Box 3061, Arusha, Tanganyika. NCIA. I.R. 230.

Importer seeks purchases of tires, tubes direct from U.S. manufacturers. Nyanza Garage Ltd., P.O. Box 108, Kampala, Uganda. NCIA. I. R. 307.

African trading store wants to buy automobile tires, tubes from U.S. company. Kewerimidde Trading Stores, P.O. Box 3635, Kampala, Uganda. WTD 11/24/63. I.R. 311.

Retailer seeks direct contact with U.S. manufacturer of tires, tubes. Spiders Uganda, P.O. Box 3990, Kampala, Uganda. NCIA. I.R. 306.★

■ **GREECE**—Tires with tubes, 155 each. Ref. No. 539. Bid deadline December 30. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., 1st fl., rm. 105, Athens. Loan No. 240-H-028. Bids solicited on world wide basis. If selected offer is from the U.S., purchase will be financed by AID under loan cited or with free dollars. Copies of detailed specifications and conditions, with the deletion of Item 8 of tender, since this item is ineligible for financing under AID loans, may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., N.W., Washington, D.C. 20008. SBC-487.

## 301 Tires, Tubes

● **VIETNAM**—Tires, tubes, 178 each, various sizes and plies. Tender No. NIV/73/G-3 (63-64), bid deadline January 8, 1964. The Chairman, Civil Stores Committee (1), St. John's Road, Rangoon.★ (Telephone: 202-WO 7-3381).

## 306 Fabricated Rubber Products

● **BURMA**—Brake blocks, rubber, Avon type for use in rice mill, 8,000; assorted sizes. Tender No. NIV/10/G-3 (63-64), bid deadline January 6. The Chairman, Civil Stores Committee (1) St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

**FRANCE**—Rubber for the manufacturing of heels, soles; requests replies in French. Direct purchase and agency. Alfred Cheron, (importer, wholesaler, exporter), 20 rue Biot, Paris 17e.

**GERMANY**—Rubber, leather shoe soling material: rubber soles. Direct purchase and agency. Hammermuelier & Naundorf, (wholesaler, agent, importer), Postfach 60, 8522 Herzogenaurach bei Nuernberg. WTD 6/24/63.

**ITALY**—Rubber coated upholstery fabrics for car interiors. Novolan-Fodere Auto, (manufacturer), Casale Corte Cerro, Gravellona Toce (Novara Prov.).

Rubber coated upholstery fabrics for car interiors. A.S.I.A.M. (manufacturer), Via Balme 42, Turin.

**NETHERLANDS**—Rubber floor tiles. Direct purchase and/or agency. H.V.O. Industrie en Handelsonderneming N.V., (importer, wholesaler), 39 Schermlaan, Rotterdam-3. WTD 11/29/63.

**PAKISTAN**—V-belting: rubber, hair, leather. Direct purchase and agency. The Eastman Traders, (importing distributor, manufacturers' agent, commission agent), 11 Brandreth Rd., Lahore. WTD 11/22/63.

## 307 Plastics Products

**AUSTRALIA**—Melamine type dinner ware. Rovex Import & Export Co., Box 4560, G.P.O., Sydney. WTD 8/9/62.

**★★EAST AFRICA—Trade Mission**

Importer/Agent desires plastic pipe for irrigation, plastic compound to manufacture polythene bags. Achelis (Kenya) Ltd., P.O. Box 2619 Mombasa, Kenya. NCIA. I.R. 186.

**FRANCE**—Plastic materials for the manufacturing of heels, soles; requests replies in French. Direct purchase and agency. Alfred Cheron, (importer, wholesaler, exporter), 20 rue Biot, Paris 17e.

**GERMANY**—Raincoats made of nylon and/or plastic material. Direct purchase and agency. Hilmarop Import-Warenvertriebsgesellschaft mbH., Drostestrasse 7a, Hannover.

**NETHERLANDS**—Vinyl floor coverings in sheets, tiles. Direct purchase and/or agency. H.V.O. Industrie en Handelsonderneming N. V., (importer, wholesaler), 39 Schermlaan, Rotterdam-3. WTD 11/29/63.

**NEW ZEALAND**—Molded melamine plastic tableware. Requests replies from manufacturers only. Direct purchase and agency. Mr. A. Hawley, Sr., Andrew Hawley Ltd., (manufacturers' agent, importer), P.O. Box 312, Wellington. WTD 11/27/63.

**SWEDEN**—Plastic household kitchenware, utensils; plastic kitchen bin sets. C. A. Manden, (wholesaler), Stampgatan 40, Göteborg C. WTD 5/17/63.

## 311 Leather, Tanning, Finishing

**ECUADOR**—Leather, fine-quality, for men's, women's, children's garments, in wide range of colors, finishes. Submit samples, catalogs, or both, with offers. Prices cif Guayaquil; requests replies in Spanish. Fábrica Waterproof, Calle Versalle 1021, Quito.

## 313 Boot, Shoe Cut Stock, Findings

**FRANCE**—Leather for heels, soles. Requests replies in French. Direct purchase and agency. Alfred Cheron, (importer, wholesaler, exporter), 20 rue Biot, Paris 17e.

**GERMANY**—Rubber, leather shoe soling material: upper, lining leather. Direct purchase and agency. Hammermuelier & Naundorf, (wholesaler, agent, importer), Postfach 60, 8522 Herzogenaurach bei Nuernberg. WTD 6/24/63.

## 314 Footwear, except Rubber

**★★EAST AFRICA—Trade Mission**

Importer/agent wants footwear. Astor Trading Corp., Ltd., P.O. Box 5308, Nairobi, Kenya. I.R. 5.

**JAPAN**—Men's shoe, misses' nylon mesh shoe. Direct purchase and agency. The Nissei Trading Co., Ltd., (importer), Tokiwa Bldg., 3 Nishisekiya-cho 2-chome, Naniwa Ku, Osaka.

**SINGAPORE**—Shoes; importer, exporter, wholesaler, retailer, manufacturer requests replies from suppliers with price quotations cif Singapore; prices must be competitive. Samples, catalogs requested. Direct purchase. Sin Tet Shoe Co., 201 Arab St., Singapore 7.

## 317 Handbags, Personal Leather Goods

**JAPAN**—Handbags, belts for misses. Direct purchase and agency. The Nissei Trading Co., Ltd., (importer), Tokiwa Bldg., 3 Nishisekiyacho 2-chome, Naniwa Ku, Osaka.

**NETHERLANDS**—Leather goods: general line, particularly small special items. Importation of goods exclusively for resale in own stores. Meyer's Lederwaren, N.V., (retailer, importer), 8-14 Bussumerstraat, Naarden.

**SINGAPORE**—Handbags; commission agent requests replies from suppliers with price quotations cif Singapore; prices must be competitive. Samples, catalogs requested. Direct purchase. Sin Tet Shoe Co., 201 Arab St., Singapore 7.

## 320 Stone, Clay, Glass Products

**★★EAST AFRICA—Trade Mission**

Exclusive agency connections desired with U.S. manufacturers of miscellaneous building materials. Federal Representations, P.O. Box 3547, Nairobi, Kenya. WTD 10/19/63. I.R. 14.

## 321 Flat Glass

● **BURMA**—Opaque glass, wire reinforced: 24 of 24″ x 6′3″ long x ¼″ thick, 29 of 21″ x 6′3″ long x ¼″ thick; glass, wire reinforced: 110 of 5′6″ x 2′ x ¼″ thick, 5 of 5′6″ x 1′6″ x ¼″ thick; welders' glass, sheet, dark blue, 4½″ x 3⅛″ x ⅛″, 24; glass panes, 36″ x 24″, 21 oz., 2000. Tender No. CS/13/GI 63-64), bid deadline 12 noon, January 7, 1964. Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO-7-4387).

■ **TURKEY**—Curved clear safety plate glass; curved E.Z. eye safety plate shaded; curved clear solid safety plate, various W and B nos., units. IL No. 002434. Sekuritas Cam Endustrisi Mehmet Kizilcec, Suleymaniye Imaret Sok. No. 13, Istanbul. Quotation date January 6, 1964. Loan No. 277-H-043. U.S. source. SBC-491.

## 322 Glass, Glassware

**AUSTRALIA**—Colored drinking glasses; loose, gift boxed, ordinary cartons. Rovex Import & Export Co., (importer), Box 4560, G.P.O., Sydney. WTD 8/9/62.

**★★EAST AFRICA—Trade Mission**

Importer wants heatproof table glassware, ovenware, meat choppers, mincers, other kitchen equipment. G.E. Jivani (Combined Overseas Agency), P.O. Box 2796, DSM. NCIA. I.R. 156.

Firm desires to represent manufacturers of glass, plastic ware. European General Agency, P.O. Box 1429, Mombasa, Kenya. NCIA. I.R. 208.

**FRANCE**—Glass insulators used in electrical industry; requests replies in French. Direct purchase and agency. Docks Electriques Rhone Durance, (wholesaler, distributor), 39 rue Buffon, Avignon (Vaucluse).

**NEW ZEALAND**—Pressed glassware, mechanically blown, decorated glassware, low to medium priced glass tableware items, boxed gift lines. Requests replies from manufacturers only. Direct purchase and agency. Mr. A. Hawley, Sr., Andrew Hawley Ltd., (manufacturers' agent, importer), P.O. Box 312, Wellington. WTD 11/27/63.

**SWEDEN**—Glassware including vases. Bröderna Ivarsson AB, Osby. WTD 3/13/63.

## 326 Pottery

● **CYPRUS**—Miscellaneous types of high and low voltage insulators, 224,500. Tender No. 58/1963, bid deadline January 7, 1964. Tender documents may be obtained from General Manager, Electricity Authority of Cyprus, Head Office, Photis Stavrou Pitta St., P.O. Box 449, Nicosia, Cyprus, upon payment of $5.60 for a set of four documents. Payment not refundable.★ (Telephone: 202-WO 7-4242).

**NEW ZEALAND**—China, ironstone, earthenware table items; lower price ranges. Requests replies from manufacturers only. Direct purchase and agency. Mr. A. Hawley, Sr., Andrew Hawley Ltd., (manufacturers' agent, importer), P.O. Box 312, Wellington. WTD 11/27/63.

**SWEDEN**—Ceramic ovenware. C. A. Manden, (wholesaler), Stampgatan 40, Göteborg C. WTD 5/17/63.

Porcelain articles including vases. Bröderna Ivarsson AB, Osby. WTD 3/13/63.

## 327 Concrete, Gypsum, Plaster Products

**★★EAST AFRICA—Trade Mission**

Importer seeks prefabricated sheds of 250 square feet. The "Technica" Engineering Co., P.O. Box 1861, DSM. I.R. 127.★

## 329 Abrasive, Asbestos, Nonmetallic Mineral Products

**FRANCE**—Rough gem stones, all kinds, fine quality, ground feldspar. Compagnie Générale de Madagascar-France, (importer, dealer), 7 rue de Clichy, Paris 9e. WTD 10/21/63.

**JAPAN**—Metal scouring pads. Mr. E. Shiraishi, Mitsui & Co., Ltd., (general merchant, importer, exporter), P.O. Box 822, Tokyo Central, Tokyo. WTD 6/11/63.

## 331 Steel Mill Products

● **BURMA**—Iron pipe, galvanized ¾″ dia. thru 6″ dia., approx, 124, 145 rft., to BSS 1387/1957, screwed both ends, socketed on one end. Tender No. CS/11/GI(63-64), bid deadline January 6, 1964. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★. (Telephone: 202-WO-7-2363).

● Pipe, galvanized iron, 3″-4,000 rft.; tubing, mild steel black, 3″-7,000 rft. Spec. BSS. 1387/1957, screwed on both ends, socketed on one end. Tender C/S/18/GI(63-64), bid deadline January 8, 1964. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202 WO-7-2363).

**★★EAST AFRICA—Trade Mission**

Importer desires 200 l.t. a month of "bright steel circles" for making motor pans, dia. 18″, 19″, 21″, 23″ from U.S. suppliers. Denovan & Co., Ltd., P.O. Box 3921, Kampala, Uganda. I.R. 317.★

Manufacturer wants to purchase tin plate for manufacture of four gallon cans. L.N. Basudde Ltd., P.O. Box 3384, Kampala, Uganda. NCIA. I.R. 320.

Steel manufacturer in the market for a used cold-rolled rolling mill capable of rolling sheets from 0.7 to 0.15 mm. thick; should have capacity 25,000-30,000 tons yearly; for use with annealed as well as hard quality sheets; width of rolled sheets to be 36″. Steel Africa, Ltd., P.O. Box 1827, Mombasa, Kenya. I.R. 329.★

● **ECUADOR**—Bars, concrete reinforcing, from new billets, carbon steel, 9 m. in length each; round, laminated, plain or corrugated; 6,000 short tons as follows: ¼″ dia., 1,600 tons; ⅜″ dia., 1,700 tons; ½″ dia., 700 tons; ⅝″ dia., 500 tons; ¾″ dia., 800 tons; ⅞″ dia., 300 tons; 1″ dia., 400 tons. Wire, galvanized, 100 short tons, smooth, No. 18. Quotation cif Guayaquil. Tender No. 8, bid deadline December 30. Banco Ecnatoriano de la Vivienda, Aptdo. 3244. Cable: Bev. Details in Spanish.★ (Telephone: 202-WO 7-2363).

■ **GREECE**—Galvanized steel strand, 130,000 m. Ref. No. 555. Channel iron, rolled type Formstahl, 4 DIN 1026 mild steel St. 37 DIN 17100 in 4.70 meter lengths and bundles of 1000 kg., same, 60 x 30 DIN 1026 in 4.60 meters, 30 m.t. each; same, 50 x 50 x 5 DIN 1028, in 4.10 meters, 40 m.t. Ref. No. 562. Bid deadline January 6, 1964. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., 1st fl., Rm. 105, Athens. Loan No. 240-H-028. Bids solicited on world wide basis. If selected offer is from the U.S. purchase will be financed by AID under loan cited or with free dollars. Copies of detailed specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., N.W., Washington, D.C. 20008. SBC-487.

■ Seamless casing for water wells, outside dia. 9½″, wall thickness 0.276″, 15 ft. long, coupled together by right hand threads, 50 each; 3½″ drill pipes, left hand, 15 ft. long, 45 each. Ref. No. 565. Bid deadline January 6, 1964. Kingdom of Greece, Ministry of Trade, Direction General of Procurements, Direction B, State Purchases, Section D, Office III, Athens. Attn: K. Kostovassilis. Loan No. 240-H-028. Bids solicited on world wide basis. If selected offer is from the U.S. purchase will be financed by AID under loan cited or with free dollars. Copies of detailed specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., N.W., Washington, D.C. 20008. SBC-487.

■ **INDIA**—USS structural steel angles, to specification ASTM A7-61T; USS steel plates to ASTM A.245, grade C, equivalent to ASTM A7; USS hot rolled steel floor plates to S300; various sizes; total weight 568,745 lb. Loan No. 386-H-082. U.S. source. IL No. CL/82/18/04101/3. Ref. No. DC/217/BDL/167. Quotation date January 7, 1964. Braithwaite & Co. (India) Ltd., Hide Rd., Calcutta 43. SBC-490.★

■ Die steel blocks, to certain chemical compositions, various sizes. Loan No. 386-H-082. U.S. source. Quotation date January 3, 1964. IL No. DL/82/274/03 2 01/0152. Ref. No. DC/217/BDL/162. Subject to GSA Defense Materials Service procedure. M/s. Textile Machinery Corporation Ltd., 1 & 3, Brabourne Rd., Calcutta. Cable. Texmaco, Calcutta. SBC-490.★

■ Steel plates for manufacture of disc pressings for automobile commercial vehicle wheels, basic hearth process exclusively; must be either balanced or fully killed type, to certain chemical analysis and physical properties; 103½″ x 63″ x .39/.41″ thick; 104¾″ x 63¾″ x .44/.46″; 106¼″ x 64½″ x .40/.42″; 108¾ x 66¾ x .44/.46″. Quotations per long ton, c&f Madras. Shipment 60% U.S. vessels, balance Indian vessels. Loan No. 386-H-082. U.S. source. Quotation date January 3, 1964. IL No. PRM/000124/R/DL/18/S/D/65/781. Ref. No. DC/217/BDL/169. Wheels India Ltd., Padi, Madras 50. Cable: Sunwheel, Madras. SBC-490.★

■ GA grade mechanite plates, rough machined castings, finished dimensions 12″ ID x 24″ OD x approx. 3½″ thickness. for ball filing and grinding machines, 12 sets. Import license No.

546661/62/AU-DW/CCI. Ref. No. 65(35)/63-AID(1). Bid quotation date January 7, 1964. New Haven Steel Ball Corp., P. Ltd., Pandyan House, 309 Frere Rd., Bombay 1. Cable: GULDASTA.

■ High speed steel 18/4/1 rounds, hot rolled black bars in annealed condition, sizes ¾", ⅞", 7.5/16", 8.5/16", tolerance plus .010 to .016, tungsten 13%, carbon 0.75%, chromium 4.25%, vanadium 1.25%. Steel for manufacturing cutters, tools. IL No. P/RM/000056/R/DL/18/S/D/16/45/803. Ref. No. DC/217/BDL/159. Quotation date January 3, 1964. M/s. Addison & Co., Ltd., 158 Mount Rd., Madras 2.

■ High carbon chromium ball bearing tubing to AISI Specifications No. E 52100, cold finished, seamless, annealed to ASTM-A-295-61T, suitable for machining on automatic lathes and subsequent hardening by oil quenching. Tube sizes quoted should be capable of producing various finished machine sizes of races, marge quantities in running feet. IL No. P/RM/2130340. Ref. No. 65(60)63/082-AID(I). Quotation date January 12, 1964. Precision Bearings India Ltd., Wavell House, 15, Graham Rd., Ballard Estate, Bombay 1. Cable: PREBEARING, Bombay.★

All the above are for loan No. 386-H-082. U.S. source. SBC-490.

● **HONG KONG**—Steel pipe, including all primer and bitumen for making good internal lining and external protection, each 25 ft. in length, 24" dia., 3,000 ft.; 27" dia., 4,200 ft.; 30" dia., 5,400 ft., nominal. Tender No. Stores C/39/30/63, bid deadline January 3, 1964. Secretary, Tender Board, Colonial Secretariate, Government Offices, Lower Albert Rd.★ (Telephone: 202-WO-7-2363).

● **IRAN**—Supply of 20,000 tie plates, 4 and 6-hole, world wide tender No. 42/870, bid deadline February 10, 1964. Specifications and conditions may be obtained from: Iranian State Railways, Purchasing Dept., Maydane Rah-ahan, Tehran, against payment of Rials 100 (US$1.33).

**PAKISTAN**—Stainless steel; sheets, rounds, bars; direct purchase and agency. Fateh Industries, (manufacturer), Bazar Kathian, Sialkot City. WTD 11/27/63.

Ferro alloy; ferro silicon; pig iron. Direct purchase and agency. August Corp., 1 Rex Bldg., Adamjee Rd., Rawalpindi. WTD 7/23/62.

■ High carbon steel bars, rounds/octagons/hexagons/, 0.75/0.85% carbon, ⅜"-3", 40,000 lb. Stainless steel sheets, AISI-302/304/321, gauges 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32; 18,000 lb. Stainless steel sheets, AISI-410/430, gauges 12, 14, 16, 18, 20, 22, 24, 26; 12,000 lb. Stainless steel strips, AISI-410; 10G, 16Gx6"-7"; 2500 lb. Stainless steel strips, double beveled. 19G/.042 x .017 x 1⅝", 2000 lb. Loan No. 391-H-066. U.S. source. Quotation date December 27. IL No. 361382. Quotations required on fob basis, plus freight charges to Karachi making total c&f prices in dollars per 100 lb. Khawri and Co. Nizamabad, P.O. Box 7, Wazirabad. Cable: KHAWRICO NIZAMABAD (Pakistan). SBC-492.

M.S. sheets, black, galvanized, corrugated, 8' x 3', gauges BSS 24 to 30, cold or hot rolled; M.S. plates, 8' x 4', ¼" to 1" thick, hot or cold rolled; steel billets, 2" x 2" to 8" x 8"; pig iron, coke foundry and charcoal quality; tin plate, machinery scrap, clean, without oil; galvanized iron pipes ½"-8" dia., cast iron pipes 3"-32" dia., centrifugal casting, lengths 20 ft., or manufacturers' size lengths. Direct purchase and agency. The Eastman Traders (importing distributor, manufacturers' agent, commission agent), 11 Brandreth Rd., Lahore. WTD 11/22/63.

■ **TURKEY**—Steel pipes, 6" I.D., standard column, ASTM A53-46, in 10' sections, with couplings, straight 8 heavy threads per inch, wall thickness 0.280", 400 ft.; same, 5" I.D., wall thickness 0.258", 500 ft.; 2" extra strong piping, ASTM A53-46, in 5' sections with inner thread, wall thickness 0.218", 400 ft.; same, 1½" size, wall thickness 0.200", 500 ft. Loan No. 277-H-043. U.S. source. IL No. 157. Quotation deadline January 2, 1964. Feyzi Cullas, Sehit Tegmen Kalmez Cd. 26/5, Ankara. SBC-488.

■ Electrolytic tinplate waste waste, 18" x 24" and larger, 75-107 lb. base weight, fully assorted to size and base weight, in original mill untouched containers, approx. $6,400. IL No. 2403. A. Ucer and Co. (Kol. Sti.), Findikli 55/A, Istanbul.

■ Electrolytic tinplate culls, 18 x 24 and larger 135 lb. base weight and lighter, unassorted, in original mill packing, approx. $5,300. Iskenderun cif. IL No. 002369. Turnhan Cemal Ugurlu Kollektif Sirketi, Turhan Cemal Ugurlu ve Annesi Atike, Ugurlu Hukumet Caddesi, Ceyhan.

Both the above for loan No. 277-H-043. U.S. source. Quotation deadline January 2, 1964. SBC-489.

■ Unassorted hot dipped tinplate, 1.25 lb. coating, 18¾ x 28, 20 x 30, 107 lb.; electrolytic tinplate cobbles, not assorted to size and weight, 18 x 24 and/or 10 x 10 and larger, 80/107 lb.; electrolytic tinplate waste waste, assorted to size and base weight, 17 x 24 and larger, 80/107 lb., approx. $13,000. IL No. 2314. Suleyman Cehreli ve Ogullari GUR ve Yaman Cehreli Kell. Skt.

■ Unassorted electrolytic tinplate waste waste, 0.25 lb. coating or better, soft temper, all bright material, 18 x 24 and larger, base weights 112 lb. and heavier, approx. $5,500. Iskenderun cif. IL No. 002358. Turhan Cemal Ugurlu Kollektif Sirketi, Turhan Cemal Ugurlu ve Annesi Atike Ugurlu, Hukumet Caddesi, Ceyhan.

Both the above for Loan No. 277-H-043. U.S. source. Quotation deadline January 2, 1964. SBC-489.

■ Unassorted electrolytic tinplate waste waste, 0.25 lb. coating or better, soft temper, all bright finish, 18 x 24 and larger, base weights 100-112 lb., approx. $5,000. IL No. 2326. Turham Cemal Ugurlu Kollektif Sirketi, Turham Cemal Ugurlu ve Annesi Atike Ugurlu, Hukumet Cadessi, Ceyhan.

■ Electrolytic tinplate, crown cork material, matte finish, base weight 100/103 lb., 28¼" x 31¾", 27½" x 31 13/16", approx. $10,000. IL No. 002395. Tac Kapsulculuk Kell. Sti. Y. Granti, S. Beraha ve Ortaklari Demirhane Caddesi No. 3, Kazlicesme/Istanbul.

■ Electrolytic tinplate waste waste, bright finish, soft temper, assorted to size and gauge, 80/107 lb. base weight and lighter, 79 lb. base weight and lighter, in original mill export packing, approx. 100,000 lb. net: approx. $6,000. IL No. 002312. Hirdavatis Isak Kohen, Bankalar Caddesi Banka Sokak, Yarman Han N.20, Galata, Istanbul.

All the above for Loan No. 277-H-043. U.S. source. Quotation deadline January 2, 1964. SBC-489.

■ Hot dipped tinplate waste waste, assorted to size and base weight, 80/107 lb., 18 x 24 and larger; or electrolytic tinplate waste waste, assorted to size and base weight, 80/107 lb., 18 x 24 and larger; or electrolytic tinplate cobbles, not assorted to size or base weight, 107 lb. and lighter, 10 x 10, 18 x 24, and larger, approx. $10,000. IL No. 002397. Hermon Canbeden Kom. Sti. Tersane Cad. Malzeme Han Kat 3 No. 146/18, Galata.

■ Tinplate, electrolytic grade, 0.50 lb. coating, prime quality, unassorted, bright finish, 107 lb. base weight, in multiple package metal containers of approx. 2,000 lb. net each, paper lined and on solid platforms with 2½" runners; 1,600 pkgs. size 14" x 18⅝", 124 sheets each; 444 pkgs. 10" x 20", 225 sheets each; 1,400 pkgs. 18⅝" x 28", 112 sheets each; 480 pkgs. 20" x 30", 112 sheets each. IL No. 2321. Mobil Oil Turk A.S. Pegasus Evi, Harbiye, P.K. 660, Istanbul.

Both the above for Loan No. 277-H-043. U.S. source. Quotation deadline January 2, 1964. SBC-489.

■ Unassorted hot dipped tinplate, 1.25 lb. coating, 18¾ x 28, 20 x 30, 107 lb.; electrolytic tinplate cobbles, not assorted to size and base weight, 18 x 24 and/or 10 x 10 and larger, 80/107 lb. base weight. Original mill export packing, cif approx. $10,000. IL No. 2399. Loan No. 277-H-043. U.S. source. Quotation date Jan. 5, 1964. Dogu Ticaret T.A.S. Fermeneciler 102 and Stat Nr., Galata. SBC-489.

■ Electrolytic tinplate waste waste, cobbles or culls, unassorted base weight 107 lb. and lighter, 18 x 24 and larger, normal commercial temper; or electrolytic tinplate waste waste, assorted to size and base weight, 107 lb. and lighter, 18 x 24 and larger; or prime coke or electrolytic tinplate, 100-107 lb. base weight, 18¾" x 28", 20" x 30", 20" x 28"; approx. $15,000; cif. IL No. 002394. Sadal Ithalat ve Ihracat Kollektif Sirketi, Samoel Kohen ve Ortaklarn, Tahtakalee Prevuayans Han. No. 6, Istanbul.

■ Tinplate waste waste, coke; tinplate waste waste, electrolytic; base weight 107 lb., approx. $6,000; cif. IL No. 91666. Sardalar Kollektif Sirketi, P.O.B. 254, Izmir. Cable: SARDALAR, Izmir.

■ Tinplate, packed in single steel wrapped metal units weighing 2,000 lb. min., 3,000 lb. max., each on wooden skids not over 4" high, 112 sheets per pkg., 75 lb. coating, plain material; ¾ of total weight, 18¾" x 24", ¼ of total weight, 20" x 30"; 107 lb. base weight; approx. $12,000. IL No. 002316. Yarimca Nisata Ve Glikoz Fabrikalari Tas., Kantarcilar Yeni Kozluca Han Kat 5, Eminonu, Istanbul.

All the above for Loan No. 277-H-043. U.S. source. Quotation deadline January 2, 1964. SBC-489.

■ Low carbon ferromanganese for the manufacture of welding electrodes, to certain chemical analysis, approx. $15,000. Import license No. 002305. Oerlikon Kaynak Electrodlari ve Sanayi, A. S., Bankalar Caddesi No. 124, Galata, Istanbul. Cable: OERLIKON, Istanbul.

■ Tinplate waste waste, electrolytic, 100/107 lb., base weight only, assorted to size and gauge, 0.25 lb. tin coating and better, 18 x 24" and larger, bright finish, unholed, unbuckled, straight edges, unrusted; 100,000 lb. and/or coke tinplate waste waste, 100/107 lb. base weight, assorted to size and gauge, 1.25 lb. tin coating, 18 x 24" and larger, 70,000 lb. IL No. 453/090122. Yako Sauloglu Aleksandr ve Kardesleri, 895 Sokak No. 7, Izmir.

■ Unassorted hot dipped tinplate, 1.25 lb. coating, 18¾ x 28, 20 x 30, 107 lb.; electrolytic tinplate cobbles not assorted, to size and base weight, 18 x 24 and/or 10 x 10 and larger, 80/107 lb. base weight, approx. $10,000. All offers required in original mill export packing, cif basis. IL No. 2400. Demir Madencilik ve Tic., Ltd., S. Fermeneciler Caddesi. 102 Galata, Istanbul.

All the above are for Loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-486.

■ Electrolytic tinplate cobbles, not assorted to size and base weight, 18 x 24 and/or 10 x 10 and larger, 80/107 lb. In original mill export packing, cif basis, approx. $5,000. IL No. 2015. Gazioglu Kardesler Koll. Sti. Ahmet ve Fikret Gazioglu, Galata, Tersane Cadd., Yaprak Cikmazi, Sokak No. 3, Istanbul.

■ Unassorted electrolytic tinplate waste waste, 0.25 lb. coating, or better, 100 and 112 lb., 18 x 24 and larger, soft temper, all bright material, $5,100, cif Iskenderun. IL No. 2327. Turhan Cemal Ugurlu Kollektif Sirketi Turhan Cemal Urgurlu ve Annesi Atike, Ugurlu Huku met Caddesi Ceyhan, Turkey.

■ Electrolytic tinplate waste waste base weight 80/107 lb., 20 x 28" and larger. Material to be bright, soft temper, fully assorted to size and gauge, approx. $5,000. Required quotation c&f Istanbul, per m.t. IL No. 002308. Selahettin ve Ortagi Hak-Tan Adi Kom. Eski Gumruk sokak Ada Han No. 8, Galata.

All the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-486.

■ Tinplate cobbles, assorted to size per skid, assorted to size and gauge, 18 x 24" and larger, base weights 75/107 lb., mostly 90/107 lb., soft temper, 0.25 lb. coating; electrolytic tinplate cobbles, not assorted to size or base weight, 107 lb. and lighter, 10 x 10" and larger; hot dipped tinplate waste waste, assorted to size and base weight, 90/107 lb., 18 x 24 and larger, approx. $5,100. IL No. 002466. Kolmaz Ticaret Evi-Hrant Canbeden Fermeneciler cad. No. 100, Galata, Istanbul.

■ U/A prime coke or electrolytic tinplate, 100-107 lb. base weight, sizes 18¾ x 28", 70%; 20 x 30, or 20 x 28, 30%; or electrolytic tinplate waste waste, assorted to size and base weight, 90/107 lb., size 18 x 24 and larger, or electrolytic cobbles, approx. $7,000. IL No. 2449. Rafael Filosof Ve Ort. Koll. Sti. Tahtakale, Prevuayans Han No. 5, Istanbul.

■ Electrolytic tinplate waste waste assorted to size and gauge, bright materials soft tempers only, base weight 80/107 lb., size 20 x 28" and larger, in metal covered export skids, about 2,000 to 3,000 lb. each, approx. $6,000, cif. IL No. 002465. Sevki Karayel, Rustempasa sobacilar sokak No. 9, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-486.

■ Unassorted hot dipped tinplate 1.25 lb. coating, 18¾ x 28, 20 x 30, 107 lb.; electrolytic tinplate waste waste assorted to size and base weight, 18 x 24 and larger, 80/107 lb.; electrolytic tinplate cobbles not assorted to size or base weight, 18 x 24 and/or 10 x 10 and larger, 107 lb., approx. $10,000. In original mill export packing, cif basis. IL No. 2398. Lemi Ismen, Galata, Kurekciler, Topuz Han 8/5, Istanbul.

■ Unassorted hot dipped tinplate 1.25 lb. coating, 18¾ x 28, 20 x 30, 107 lb.; electrolytic tinplate waste waste, assorted to size and base weight, 18 x 24 and larger, 80/107 lb. base weight; electrolytic tinplate cobbles, not assorted to size or base weight, 18 x 24, and/or 10 x 10 and larger, 80/107 lb., in original mill export packing on cif basis, approx. $6,200. IL No. 2322. Quotation date January 6, 1964. Hakki Demir, Asirefendi Caddesi No. 49, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964, for all except last item. SBC-486.

## 332 Iron, Steel Foundries

**SWEDEN**—Cast iron cooking utensils. C. A. Manden, (wholesaler), Stampgatan 40, Göteborg C. WTD 5/17/63.

## 333 Primary Smelting, Refining of Nonferrous Metals

**ARGENTINA**—Aluminum billets, ingots. Exclusive representation. Requests replies from manufacturers only. Señor Rafael Boné, President, (importer, wholesaler), Errebé, S.A., Tacuarí 237, 8th fl., Buenos Aires.

## 335 Rolling, Drawing, Extruding of Nonferrous Metals

● **BURMA**—Supply of metal stone navy bronze (1,000 lb.), metal stone under water (1,000 lb.), metal muntz round 12/18 ft. (2" dia. 500 lb., 2½" dia. 500 lb.), hoyte metal 11 D (1,700 lb.), methyl bromide fumigant (chemical) in 1 lb. tins (50,000 lb.) Tender No. NIV/71/G-3 (63-64); bid deadline January 13. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2162).

● **CYPRUS**—Aluminum electrical conductor, accessories. Various sizes totalling 3.23 million yd., 120,000 pieces. Tender No. 56/1963, bid deadline January 7, 1964. Non-refundable tender documents available for 2 Cypriote pounds from General Manager, Electricity Authority of Cyprus, Photis Stavrou Pitta St., P.O. Box 449, Nicosia. Bids are limited to members of countries of World Bank. Details of bid also available Preece, Cardew, & Rider, 8 Queen Anne's Gate, London, S.W.I. England.

**★★ EAST AFRICA—Trade Mission**

Importer wants flat tin coated sheets for making kerosene cans. Achelis (Kenya) Ltd., P.O. Box 2619, Mombasa, Kenya. NCIA. I.R. 186.

**ENGLAND**—Aluminum foil, anodized or natural. The Metal Gravure Co. Ltd., (manufacturers, exporters), Babington Works, Knollys Rd., Streatham, London, S.W.16. WTD 11/21/63.

**FRANCE**—Electrical cables, aluminum. Requests replies in French. Direct purchase and agency. Docks Electriques Rhone Durance, (wholesaler, distributor), 39 rue Buffon, Avignon (Vaucluse).

■ **GREECE**—Copper covered steel wire, dia. 2.03 mm., 420,000 kgs; same, dia. 2.64, 65,000 kgs.; copper wire, 2 mm., 165,000 kgs., same, 2.5 mm., 215,000 kgs.; copper wire, 3 mm., 20,000 kgs.; copper tie wire 1.7 mm., 20,000 kgs.; copper strand 25 sq. mm., wire rope for grounding, 10,000 kgs. Ref. No. 558. Bid deadline January 6. Hellenic Telecommunications, Organization, Ltd., Supply Dept., 20 Patission St., 1st. fl., Rm. 105, Athens. Loan No. 240-H-028. Bid solicited on a world wide basis. If selected offer is from the U.S. purchase will be financed by AID under loan cited, or with free dollars. Copies of detailed specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-487.

● **IRAN**—Zinc sheets, 1000 x 1000 x 0,2mm., 9,000 kgm., bid deadline February 22, 1964. Edareke Taslihate Artech, D/T Section Jaleh Ave., Tehran. (Armament Dept., Imperial Iranian Army.)★ (Telephone: 202-WO 7-5624).

**PAKISTAN**—Aluminum; copper, zinc; lead. Direct purchase and agency. August Corp., (importing distributor, manufacturers' agent), 1 Rex Bldg., Adamjee Rd., Rawalpindi. WTD 7/23/62.

■ **TURKEY**—Chrome nickel wire for the manufacture of welding electrodes, to certain chemical analysis, dia., 3.23 plus 0.00-0.05, 3.25 plus 0.00-0.05, 3.93 plus 0.00-0.05 mm. Subject to GSA Defense Materials Services procedure. IL No. 002438. Loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. Oerlikon Kaynak Kletrodlari ve Sanayi, A. S., Bankalar Caddesi No. 124, Galata, Istanbul. Cable: OERLIKON, Istanbul. SBC-491.

## 336 Nonferrous Foundries

**JAPAN**—Cast aluminum cooking utensils. Mr. E. Shiraishi, Mitsui & Co., Ltd., P.O. Box 822, Toyko Central, Toyko. WTD 6/11/63.

**PAKISTAN**—Nonferrous metals; ferro manganese. August Corp., 1 Rex Bldg., Adamjee Rd., Rawalpindi. WTD 7/23/62.

## 339 Primary Metal Industries

**★★EAST AFRICA—Trade Mission**

Nail manufacturer needs nail wire, 100 tons monthly. Buganda Nails, Ltd., P.O. Box 2910, Kampala, Uganda. NCIA. I.R. 257.

**JAPAN**—Metal powders. Mr. E. Shiraishi, Mitsui & Co., Ltd., (general merchant, importer, exporter), P.O. Box 822, Toyko Central Toyko. WTD 6/11/63.

## 340 Fabricated Metal Products

**★★EAST AFRICA—Trade Mission**

Importer wants low-priced builders hardware, sanitary wares. Iron & Steelwares Ltd., P.O. Box 68, Kampala, Uganda. NCIA. I.R. 276.

Importer seeks agency for manufacturers of general hardware, building materials. Astor Trading Corp. Ltd., P.O. Box 5308, Nairobi, Kenya. I.R. 5.

Importer wants fabricated metal products: steel plates, angles, bars, girders, channels, pipe, fittings. Tanna Co., P.O. Box 1020, Mombasa, Kenya. NCIA. I.R. 188.

## 342 Cutlery, Hand tools, General Hardware

● **BURMA**—Bolts, nuts, assorted sizes, types, threads. Tender No. CS/16/GI (63-64), bid deadline January 8, 1964.

● Rivets, M.S. cuphead (snap), B.S.S. 275, 84 tons assorted sizes. Tender No. PRV/100/CS (63-64), bid deadline January 6, 1964. The Chairman, Civil Stores Committee No. (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

**★★EAST AFRICA—Trade Mission**

Exclusive agency sought for manufacturers of cutlery, hand tools, general hardware. Federal Representations, P.O. Box 3547, Nairobi, Kenya. WTD 10/63. I.R. 14.

Firm seeks to act as representative agent for hardware. European General Agency, P.O. Box 1429, Mombasa, Kenya. NCIA. I.R. 208.

Importer desires to act as agent for builders hardware. Allied Pan-African Enterprises Ltd., P.O. Box 240, Mombasa, Kenya. NCIA. I.R. 171.

Firm desires to act as agent for builders hardware. United Kenya Commercial Corp., P.O. Box 1527, Mombasa, Kenya. NCIA. I.R. 197.

Importer wants durable, medium quality door locks, other building hardware suitable in East Africa. Pearsons, Ltd., P.O. Box 7440, Nairobi, Kenya. WTD 7/10/63. I.R. 32.★

Importer can use 200,000 machetes—bush knives, 16" curved blade per year. Equipment Ltd., P.O. Box 30110, Nairobi, Kenya. WTD 12/19/62. I.R. 77.

Wholesale-retail hardware outlet wants to purchase hardware tools, hinges, files, shovels,

similar items. Esmailji Amjii & Co., P.O. Box 146, Zanzibar. NCIA. I.R. 235. Hassanbhai Jafferji & Sons, P.O. Box 404, Zanzibar. NCIA. I.R. 236.

African firm looking for competitively priced building hardware, tools. Also interested in paints. Noorbhai Aladin & Sons, P.O. Box 121, Zanzibar. I.R. 244.

Importer wants to buy building hardware. Jaffer Alloo, P.O. Box 165, Zanzibar. I.R. 242.

Importer wants to purchase general hardware, paints. Dharmashi Hemraj, P.O. Box 107, Jinja, Uganda. NCIA I.R. 335.

**FRANCE**—Non-sparking hand tools, electrical or mechanical; requests replies in French. Direct purchase and agency. C.E.V.I.N. —Comptoir d'Entreprise & de Vulgarisation des Inventions Nouvelles, 2/4 rue de Villiers, Levallois-Perret (Seine).

**HONG KONG**—Locks of all types. The Clover Commercial Co., (importer, exporter, general merchant), Gloucester Bldg., Mezz. floor, P.O. Box 634. WTD 11/8/63.

● **IRAN**—Augers, wood 14 and 15 mm., for use with hand and machine drills, 3,250 units, assorted sizes. Specifications available from Iranian State Railways, Purchasing Dept., Maydane Rah-ahan, Tehran for $1.33. Bid deadline February 8, 1964.

Hand tools, accessories for garages. N.V. v/h Heck & Co., (importing distributor), 54 Scheepmakershaven or Postbus 391, Rotterdam. WTD 7/30/62. Correspondence preferred in English.

**JAPAN**—Fireplace fixtures; specialized hardware items; casket hardware; casket shell hardware. Mr. E. Shiraishi, Mitsui & Co., Ltd., (general merchant, importer, exporter), P.O. Box 822, Toyko Central, Toyko. WTD 6/11/63.

**NEW ZEALAND**—Stainless steel cutlery, household tool lines, novelty categories, for department store trade. Requests replies from manufacturers only. Direct purchase and agency. Mr. A. Hawley, Sr., Andrew Hawley Ltd., (manufacturers' agent, importer), P.O. Box 312, Wellington. WTD 11/27/63.

**PAKISTAN**—Hand tools for use in engineering and automotive workshops. Direct purchase and agency. The Eastman Traders, (importing distributor, manufacturers' agent, commission agent), 11 Brandreth Rd., Lahore. WTD 11/22/63.

**PHILIPPINES**—Tools for gardening, such as shovels, spades, related items; hand grinder for sharpening tools (½" to 8" dia.); carpenter's tools. Direct purchase and agency. Wilson Southern Supply, (wholesaler, retailer), Luzon Extension St., Cagayan de Oro City. WTD 9/25/62.

**SINGAPORE**—Nail clinpers; importer, exporter, wholesaler, retailer requests replies from manufacturers with price quotations cif Singapore; prices must be competitive. Samples requested. Nam Thong Co., 19 & 24 S. Bridge Rd., Singapore 1.

Builders hardware; importer, exporter, wholesaler requests replies from suppliers with price quotations cif Singapore; prices must be competitive. Samples requested. Direct or agency purchase. Cheong Lee Yuen Ltd., 57 S. Bridge Rd., Singapore 1. WTD 11/26/63.

Garden tools, sprayers; importer, wholesaler, retailer, indent agent requests replies from manufacturers with price quotations cif Singapore; prices must be competitive. Corona Florist, 10 De Souza St., Singapore 1. WTD 11/21/63.

**SWEDEN**—Hand tools such as hammers, screwdrivers; garden tools; padlocks. C. A. Manden, (wholesaler), Stampgatan 40, Göteborg C. WTD 5/17/63.

## 343 Heating Apparatus, Plumbing Fixtures

**See also SPECIAL TRADE LEADS on page 51.**

**DENMARK**—Central heating, sanitation, shipbuilding materials. Brodrene A. & O. Johansen A/S., (importer, wholesaler), 3 Larsbjornstraede, Copenhagen K.

**★★EAST AFRICA—Trade Mission**

Hardboard, insulation board, cheap board, plywood desired by manufacturers' representative; also interested in window glass. Mohsin K.M. Abdabhai, P.O. Box 2168, DSM. I.R. 126.

**HONG KONG**—Sanitary fixtures for bathrooms. Requests replies from manufacturers only. The Clover Commercial Co., (importer, exporter, general merchants), Gloucester Bldg., Mezz. floor, P.O. Box 634. WTD 11/8/63.

**NETHERLANDS**—Kitchen sinks. Requests replies from manufacturers only. J.C. van Donkelaar, N.V., (manufacturer, importer), 37-41 Adm. de Ruyterweg, Rotterdam.

## 344 Fabricated Structural Metal Products

**JAPAN**—Ornamental, structural metal work, including metal awnings. Mr. E. Shiraishi, Mitsui & Co., Ltd., (general merchant, importer, exporter), P.O. Box 822, Tokyo Central, Tokyo. WTD 6/11/63.

## 345 Screw Machine Products

**★★EAST AFRICA—Trade Mission**

Commission agent wants to purchase iron bars, sheets, nails from a general exporter. Seifudin & Co., P.O. Box 324, Zanzibar. NCIA. I.R. 237.

● **NICARAGUA**—Bolts, carriage, cut thread steel, 5/16" x 6", with U.S. standard regular square nuts and flat washers, 20,000; bid deadline January 15, 1964. Autoridad Portuaria de Corinto, Corinto.

**PAKISTAN**—Nuts, bolts, black, galvanized; wood screws of all sizes. Direct purchase and agency. The Eastman Traders, (importing distributor, commission agent, manufacturers' agent), 11 Brandreth Rd., Lahore. WTD 11/22/63.

## 346 Metal Stampings

**JAPAN**—Metal end products, perforated, stamped or pressed; stamped, spun hospital utensils; cooking, kitchen household utensils. Mr. E. Shiraishi, Mitsui & Co., Ltd., (general merchant, importer, exporter), P.O. Box 822, Tokyo Central, Tokyo. WTD 6/11/63.

**SWEDEN**—Pots, pans; kitchen utensils; cake pans, molds. C. A. Manden, (wholesaler), Stampgatan 40, Göteborg C. WTD 5/17/63.

## 347 Coating, Engraving Services

**★★EAST AFRICA—Trade Mission**

Manufacturer of precision casting desires U.S. machinery for silver, gold, non-ferrous metals. Mombasa Jewellers, P.O. Box 2545, Mombasa, Kenya. NCIA. I.R. 206.

## 348 Fabricated Wire Products

**JAPAN**—Wire products all kinds. Mr. E. Shiraishi, Mitsui & Co., Ltd., (general merchant, importer, exporter), P.O. Box 822, Tokyo Central, Tokyo. WTD 6/11/63.

**PHILIPPINES**—Welded wires (sizes ranging from ¼"-2"; 3' to 6' high); chicken wires (sizes ranging from ½" to 2"; 3' to 6' high); hog wires; and barbed wires. Direct purchase and agency. Wilson Southern Supply, (wholesaler, retailer), Luzon Extension St., Cagayan de Oro City. WTD 9/25/62.

## 349 Fabricated Metal Products

**ITALY**—Water regulating valves. Co. Re. Co., (agent), Corso di Porta Romana 121/A, Milan. WTD 10/24/63.

**JAPAN**—Metal strapping, including seals, hand application tools; fabricated metal products, all kinds. Mr. E. Shiraishi, Mitsui & Co., Ltd., (general merchant, importer, exporter), P.O. Box 822, Tokyo Central, Tokyo. WTD 6/11/63.

## 351 Engines, and Turbines

■ **CHINA**—Engines with rope starter, tiller, industrial heavy duty features, models H25, H30, H35, 2.5, 3, 3.5 hp.; same, models H40, H50, H60, 4, 5, 6 hp., Tecumseh brand, or equal, total 230 sets. Packed in export standard cases, c&f. PA No. 484-000-253-3214. U.S. source. Quotation date December 27. Yang Chong Trading Co., 94, 1st Section, Dyi Hwa St., Taipei, Taiwan. SBC-485.

**★★ EAST AFRICA—Trade Mission**

Grain processing firm seeks low and high-pressure hot water boilers, steam generators for plant expansion. National Millers, Ltd., P.O. Box 3007, DSM, Tanganyika. NCIA. I.R. 98.

**FRANCE**—Small diesel motors, parts. France Automobile Service, 159 rue Gallieni, Boulogne-Billancourt (Seine).

**THAILAND**—Small high-speed gasoline engines ranging from 3-25 hp. Direct purchase and agency; requests catalogs and price lists. Mr. Athon Sankavadana, Athon Panich Co., Ltd., 108-112 New Rd., Samyod, Bangkok. WTD 5/4/62.

■ **TURKEY**—Gasoline, kerosene engines: 4 cycle, single cylinder, air cooled, high voltage flywheel magneto ignition, externally mounted breaker points with stop button mounted on breaker point cover, splash type lubrication, oil bathed flyball or flyweight type governor, antifriction ball bearings, aluminum connecting rod and piston, cast iron cylinder and crankcase, flood feed carburetor suitable for angle operation, air cleaner; 4 hp. at 4000 rpm., 6.25 hp. at 3600 rpm., 7 hp. at 3600 rpm., 8 hp. at 3600 rpm., 10 hp. at 3600 rpm., 12.5 hp. at 3200 rpm., approx. $6 000. Loan No. 277-H-043. U.S. source. IL Nos. 150890, 150879, 150834, 150446, 150533, 150672. Quotation deadline January 2, 1964. Nesim Razzon, Asirefendi Cad. Gurin Han No. 615, Istanbul. SBC-488.

■ Air cooled, 4 cycle gasoline engines, single, 2 and 4 cylinder, various rpm., hp. High quality material of various sizes. Quotations desired by January 6, 1964. Import license Nos. 150571, 985, 964, 818, 817, 875, 521, 687, 843, 698, 639, 531, 816, 786, 578, 923, 634, 723, 694, 768, 935. $1,000 each. Saffet Arin, Kefeli Huseyin Han No. 6, Rihtim Caddesi, Galata, Istanbul. SBC-486.★

■ Wisconsin engines, air cooled, 4 cycle, gasoline, single and two cycle, various hp., and rpm., approx. $10,000. IL Nos. 396, 410, 352, 411, 286, 341, 368, 419, 303, 408. National Lastikleri Ithalat Sirketi I. Sima ve Ort., Sehit Fethibey 82, Izmir. Cable: RAKOTO, Izmir.

■ Wisconsin engines, air cooled, 4 cycle, gasoline, single and two cylinder, various rpm, hp. and crankshaft dimensions. IL Nos. 150911, 806, 654, 773, 600, 720, 753, 585, 443,

292, 433, 358, 388, 657, 693, 658, 673, 690, 566, 845, 506, 864, 814, 925, 759, 523, 857, 338, 725, 644, 462, 792, 963, 701, 968, 831, 524, Bormak Ithalat Ihracat Insaat, Ltd., Sti. Gazi Bulvari No. 76, Ismir. Cable: BORMAK, Izmir. $37,000.

■ Wisconsin engines, air cooled, gasoline engine, single or two cylinder, various rpm., hp., dia., high quality. IL Nos. 15408, 405, 391, 403, 399, 419, 393, 447, 396, 387, 409, 413, 416, 404. $14,000. Buyer: Same as above.

All the above are for Loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-491.★

■ Air cooled, four stroke diesel engines, 2 cylinder, equipped for burning mazot. 1000/1500 rpm., 16-20 hp., high quality, approx. $7,000. IL Nos. 150365/248936. Mahdut Mesuliyetli Eskisehir Ve Civari Pancar Ekicileri Istihsal Kooperatifi, Ortakligi. Cable: PANCAR KOOPERATIFI, Eskisehir.

■ Gasoline, kerosene engines, 4 cycle, single cylinder, air cooled, high voltage flywheel magneto ignition, externally mounted breaker points with stop button mounted on breaker point cover, splash type lubrication, oil bathed flyball or flyweight type governor, anti-friction ball bearings, aluminum connecting rod and piston, cast iron cylinder and crankcase, float feed carburetor suitable for angle operation, air cleaner, 4-12 hp. 3200/3600 rpm. IL Nos. 150970, 800, 930, 734, 812. Nesim Mesulam ve Salamon Hobes Koll. Sti., Asirefendi Cad. Ankara-Konya Han No. 19, Istanbul.

Both the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-491.★

## 352 Farm Machinery

**★★EAST AFRICA—Trade Mission**

Importer/wholesaler wants small mills and related equipment for hulling and grinding maize. Automobile Hardware Store, P.O. Box 112, Tabora, Tanganyika. NCIA. I.R. 96.

Importer/wholesaler seeks suppliers for tractors, harrows, other agricultural implements. Subzali Service Station, Ltd., P.O. Box 3061, Arusha, Tanganyika. NCIA. I.R. 230.

East African firm would like to become distributors for tractors, ploughs, farm implements. Gomba Motors, Ltd., P.O. Box 1272, Kampala, Uganda. WTD 11/22/63. I.R. 280.

Engineering firm wants to purchase hammer mills, water pumps. United Engineering Works, P.O. Box 3082, Arusha, Tanganyika. NCIA. I.R. 234.

Co-operative union wants machinery for processing coffee from green beans; also desires better technical know-how. Kilimanjaro Native Co-operative Union Ltd., P.O. Box 3032, Moshi, Tanganyika. NCIA. I.R. 160.

Importer wants small agricultural implements, hand tools, small tractors. Afro-Artcraft, Box 18192, Cardiff Rd., Nairobi, Kenya. I.R. 44.

Importer/wholesaler wants agricultural machinery, forage equipment to process feed, such as hay, silage. Simpson & Whitelaw, Ltd., P.O. Box 42, Nairobi, Kenya. WTD 1/10/48. I.R. 22.

Firm desires machinery for processing cashew nuts. H.H. Lakhani & Co. (E.A.) Ltd., P.O. Box 809 Mombasa, Kenya. I. R. 93.

**ITALY**—Garden tools, equipment; barn equipment, all types; hatchery, poultry supply equipment. Direct purchase and agency. Fontana & Morlacchi (agent), Via Achilloni 2/4, Milan. WTD 1/15/63.

**PHILIPPINES**—Windmills, windchargers. Direct purchase and agency. Wilson Southern Supply, (wholesaler, retailer), Luzon Extension St., Cagayan de Oro City. WTD. 9/25/62.

**SOUTH AFRICA**—Lawn mowers, old type cylinder cutter with approx. 30" cut, gasoline powered, approx. 8 h.p. Required for municipal parks, gardens; requests responses from manufacturers only. City Hardware, (importing distributor), P.O. Box 1047, Cape Town.

## 353 Construction Machinery

● **BURMA**—Elevator, passenger, 13 passenger capacity (2000 lb., speed of 250 ft/min. (2 speed) with leveling device. Tender No. Q1/RED (1)/11-63, bid deadline December 30. The Executive Engineer, National Housing and Town & Country Development Board, Yankin, Rangoon.★ (Telephone: 202-WO 7-5589).

● Vertical drilling machines, 40; drilling dia. $^{25}/_{32}$", drilling depth 6 $^{9}/_{32}$"; three phase, 50 cycle 400/440 volt motor. Vertical drills, 30; 1 spindle, drilling dia. $^{3}/_{8}$", drilling depth 3 $^{15}/_{16}$". Tender No. NIV/28/G.3 (63-64), bid deadline January 6, 1964. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Chain hoists, ¼ ton to three ton capacity, 150. Tender No. NIV/436-3(63-64), bid deadline January 7, 1964. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

**CEYLON**—Machinery items including vibration plates, bulldozer, black top pavement (asphalt) finisher, truck-mounted slewing crane, diesel pumping unit, petrol pumping unit with accessories, pump for sewage water. Jafferjee Brothers, (importers), Export Dept., P.O. Box 1180, Colombo. A list giving detailed specifications is available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4675). WTD 8/3/62.

■ **GREECE**—Spare parts for Allis Chalmers H-D-21 bulldozers. Ref. No. 571. Ministry of Interior, General Directorate of Administration, Section for Machinery, Dragatsoniou Street No. 2, 5th fl., Office No. 2, Athens. Loan No. 240-H-028. U.S. source.

■ Spare parts of displacement water meters, 201 items, in various quantities. Ref. No. 574. Societe Anonyme Hellenique des Eaux, Purchasing Dept., Athens. Loan No. 240-H-028. Bids solicited on world wide basis. If selected offer is from the U.S. purchase will be financed under loan cited or with free dollars. Bid deadline January 3, 1964. Copies of detailed specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., N.W., Washington, D.C. 20008. SBC-488.

■ Indoor overhead bridge travelling crane, electrically operated, having lifting capacity of 15 m.t., ref. No. 572. Public Power Corp., 30 Chalkokondyli St., Athens 102. Cable: DEH.

■ Floating crane, 45 ton working load, two lifitng hooks, self-propelled with jib at a moving angle to change the turning radius of the hooks, ref. No. 573. Ministry of Public Works, Harbor Works Machinery Special Fund, Akti Alkimon & Kantharou I, Piraeus. Bid deadlines for this and above item January 3, 1964.

■ Diesel engined cranes, 20 ton capacity, without supports, mounted on a motor vehicle frame, 2 each, ref. No. 576. Kingdom of Greece, Port of Piraeus Authority (OLP), Technical Service, Equipment Management, Mechanical Engineering Section, Lykiardopoulou Bldg., 6th fl., Akti Miaouli and Il Merarchias 2, Piraeus. Bid deadline January 9, 1964.

All the above are for loan No. 240-H-028. Bid solicited on world wide basis. If selected offer is from the U.S. purchases will be financed under loan cited, or with free dollars. Copies of detailed specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., N.W., Washington, D.C. 20008. SBC-488.

■ **INDIA**—Diesel engine driven truck-mounted crane, shovel, crane capacity approx. 35 tons at 10 ft. min. radius, 120 ft. max. boom length, 20 ft. jib extension, dragline conversion kit with one yard bucket, recommended accessories; diesel crawler tractor, 250 h.p., with power shift transmission, bulldozer blade, multiple shank ripper, hydraulic controls; diesel wheeled tractor loader with one 2 cu. yd. 3-way bucket, one 2 cu. yd. quarry bucket, suitable for max. dumping height of approx. 12 ft., complete with hydraulic controls, linkages. Loan No. 386-H-077. U.S. source. Quotation date January 6, 1964. Offer should be submitted to the Superintending Engineer (Projects) M.P. Electricity Board, Jabalpur (MP). SBC-492.

**JAPAN**—Metal forms, reusable, curb, gutter, roadrail, tunnel types; building type, except igloo. Mr. E. Shiraishi, Mitsui & Co., Ltd., (general merchant, importer, exporter), P.O. Box 822, Tokyo Central, Tokyo. WTD 6/11/63.

## 354 Metalworking Machinery

**★★ EAST AFRICA—Trade Mission**

Paper manufacturer wants plastic extrusion machine. Prices requested. East Africa Paper Bag Manufacturer, Ltd., P.O. Box 4278, Nairobi, Kenya. WTD 8/2/62. I.R. 1.

**FRANCE**—Light tools, electrical or mechanical. Requests replies in French. Direct purchase and agency. C.E.V.I.N.—Comptoir d'Entreprise & de Vulgarisation des Inventions Nouvelles (manufacturer), 2/4 rue de Villiers, Levallois-Perret (Siene).

■ **INDIA**—Heavy duty angle vises, width of jaw 4", opening 4", 6 Nos.; tilting indexing rotary table, 8" dia., 6 Nos.; all angle vise, width of jaw 2½", opening 2½", 14 Nos.; tilting cross slide milling table, 12 Nos.; cross slide milling table, length 18", 6 Nos. Loan No. 386-H-082. U.S. source. Quotation date January 7, 1964. IL No. P/EI/9010112/R/DL/18/M/D/17. Ref. No. 65(59)/63-AID(1)/082. M/s. Asia Engineering Supply Stores Private Ltd., P-15, Bentinck St., Calcutta 1. SBC-490.

**ISRAEL**—Machines for the mechanical preparation of edges before welding. Importer, agent requests prompt offers with prices, literature. Direct purchase and agency. Adler & Stern, 1 Sarah St., P.O. Box 1539, Haifa. WTD 3/12/62.

**ITALY**—Bolt, screw hot stamped making machines; requests replies in French. MI. ME. AF.—Minuterie Metalliche Affini, (manufacturer), Via A. Visconti, 81, Lecco (Como). WTD 10/3/63.

**PAKISTAN**—Automotive maintenance equipment. Direct purchase and agency. August Corp., 1 Rex Bldg., Adamjee Rd., Rawalpindi. WTD 7/23/63.

**SWEDEN**—All kinds of machine tools, preferably advanced types. Direct purchase and agency. Vilh. Sonesson AB (wholesaler, agent), Styrsögatan, Industrihamnen, Malmö C. WTD 8/22/61.

## 355 Special Industry Machinery

**See also SPECIAL TRADE LEADS on page 51.**

**ARGENTINA**—Automatic packaging machinery to vacuum-pack fruit preserves in polyethylene or other type plastic bags or containers in sizes from 100 grams to one kilogram. Fruit processor wants machine with a packaging capacity of at least one thousand kilograms per hour. Pellisa y Rosatti S.R.L., Avda. Roca 639, San Miguel de Tucuman, Province of Tucuman. WTD 12/3/63.

**AUSTRALIA**—Vernier layout machine, required for the marking up of motor bodies. Capacity: vertical height 60″; width 0.16″; above base horizontal 45″; longitudinal movements 20 feet; within these movements the marking must provide for an accuracy of .005″. Goodall & Co. Pty. Ltd. (machine tool merchants), 301 Kent St., Sydney. WTD 12/15/61.

### ★★ EAST AFRICA—Trade Mission

Manufacturer desires machinery for the manufacture of wood square flooring for home, industrial use. Jinnah's, Ltd., P.O. Box 20263, DSM. NCIA. I.R. 136.

Importer/wholesaler seeks contacts with suppliers of plastic extruding machinery for garden hose manufacturing. 220 v., 50-cycle-3-phase current available. Jivani Hardware Stores, Ltd., P.O. Box 156, DSM. WTD 5/17/63. I.R. 109.

Textile mill wants used or rebuilt cloth roller printing machine, 52″ width to 66″ repeats-cotton and spun rayon. 220 v., 5-cycle, 3-phase current available. Jiwan Hirji & Sons, Ltd., P.O. Box 321, DSM. I.R. 137.

Food packaging concern seeks packaging machinery. Twentsche Overseas Trading Co., Ltd., P.O. Box 9162, DSM. WTD 11/14/63. I.R. 128.

Baker wants automatic baking machinery, oil fired equipment with electricity specification of 220 v., 50-cycle, 3 phase; should have capacity of 20,000 1 lb. loaves per day. Whiteharts, P.O. Box 180, DSM, Tanganyika. WTD 12/30/61. I.R. 106.

Wants either assistance and know-how with suitable small plant to manufacture coconut shell flour, or equipment to grind and fill burlap bags. M.M.D. Kermalli, P.O. Box 6, Zanzibar. NCIA. I.R. 238.

Wants to purchase tire re-treading machinery. White Line Retreads, Ltd., P.O. Box 768, Kampala, Uganda. NCIA. I.R. 278.

Firm wishes to purchase automatic printing machines to produce copy books for grammar, high school. Universal Domestics, Ltd., P.O. Box 926, Kampala, Uganda. NCIA. I.R. 255.

Importer desires to purchase cotton ginning, coffee equipment, the latter to be motor driven. Uganda Grower Co-op Union, P.O. Box 1519, Kampala, Uganda. NCIA. I.R. 303.

Importer wishes to purchase coffee grinding, roasting machinery. Lwanume Farmers' Assn., Ltd., P.O. Box 4228, Kampala, Uganda. NCIA. I.R. 337.

Wants to purchase small coffee roasting, grinding, packaging equipment for local consumption. Elmond L.K. Mwanja, P.O. Box 4129, Kampala, Uganda. NCIA. I.R. 293.

Jewelry manufacturer wishes to purchase tools, machinery for gem cutting, other jewelry work. P.O. Box 333, Zanzibar. NCIA. I.R. 240.

Large bakery firm wants bakery machinery from U.S. if financing could be arranged for about 80% of the purchase price. Kizito Bakery, Ltd., P.O. Box 1667, Kampala, Uganda. NCIA. I.R. 273.★

Coir fibre manufacturer wants to buy press to produce 5 bales to a ton of 50/55 cu. ft. Zanzibar Coir Fibre Industrial Co., P.O. Box 47, Zanzibar. NCIA. I.R. 313.

Printer wants two used linotype machines and one monotype which casts up to 48 points. Unguja Printing Works, P.O. Box 1261, Zanzibar. NCIA. I.R. 246.

Manufacturing concern in the market for paper manufacturing plant having 10-ton capacity per day, to produce bond-type paper for commercial use; new or second-hand plant for manufacturing low quality blankets, with 2000-piece daily capacity. Dayalbhai Madanji & Co., Ltd., P.O. Box 111, Jinja, Uganda. I.R. 333.

Machinery for processing coconut shell powder. Maganlal Jeychand Shah, P.O. Box 331, Zanzibar. NCIA. I.R. 239.

Biscuit manufacturer wants to add 2 other plants, 1 for the manufacture of macaroni, 1 for the manufacture of ordinary kraft paper bags, with capacity of 25 tons per month, but which could be expanded to a max. 175 tons in a round-the-clock operation. House of Manji, P.O. Box 2964, Nairobi, Kenya. I.R. 48.★

Importer wants U.S. packaging machinery for manufacturing boxes from fiber-board, chip-board, hardboard, plywood. Could use a complete plant, even if secondhand. Bhogal Bros. & Co., P.O. Box 121, Eldoret, Kenya. NCIA. I.R. 167.

Producer of paper products seeks used machinery for envelope manufacturing. The Mombasa Printing Works, P.O. Box 481, Mombasa, Kenya. I.R. 163.

Importer of printing equipment wants machinery to manufacture carbon paper, gum labels, envelopes, bank books. Lloyds Paper Industries, P.O. Box 7502, Mombasa, Kenya. NCIA. I.R. 200.

Manufacturer of metal equipment wishes to purchase the following: plant to galvanize sheet metal; equipment for manufacture of gas and electric welding rods; equipment for floor broom and brush manufacturing. Dodhia Trading Store, P.O. Box 2686, Nairobi, Kenya. WTD 12/63. I.R. 72.

Manufacturer of women's, children's dresses wants to purchase used machinery with guidance to manufacture garments in East Africa; also wishes to import parts for ballpoint pens for local assembly. "Nimet's," P.O. Box 675, Mombasa, Kenya. NCIA. I.R. 189.

Importer/wholesaler desires to purchase machinery for manufacturing plastic laminated sheets, boards. Popat Bros., Ltd., P.O. Box 588, Kampala, Uganda. NCIA. I.R. 310.

Handicrafts manufacturer wants one or more woodworking machines used for sawing, cutting, polishing tropical hardwoods in the manufacture of wooden giftware; one or more stone cutting and polishing Traventine stone used for ash trays, pen holders, letter openers; 220 v., 50 cycles, 3 phase electricity current available. Peera's Curio Shop, P.O. Box 573, DSM. NCIA. I.R. 90.

Large East African operation with huge financial resources urgently wants U.S. strip mill plant with related equipment for the manufacture of hoop iron to operate in conjunction with existing rolling mills. Wants full details at earliest date. Additional details, specifications are available. Steel Corp. of East Africa, Ltd., P.O. Box 54, Jinja, Uganda. I.R. 352.★

Wants to purchase quenching oil for lubricating textile machinery. C. B. Patel, B.A., L.L.B. Chambers Uganda House, P.O. Box 216, Kampala, Uganda. NCIA. I.R. 272.

**FRANCE**—Machines for the manufacturing of shoes; requests replies in French. Direct purchase and agency. Alfred Cheron, (importer, wholesaler, exporter), 20 rue Biot, Paris 17e.

**GERMANY**—Machines, equipment, apparatus for manufacturing plastic articles. Direct purchase and agency. M. L. Kenny, 35 Graf Adolfstr., Duesseldorf. WTD 11/22/63.

**ITALY**—Packaging machines and equipment; package closing and marking equipment. Vito Favata (agent), Via Cernaia 4, Milan.

Machinery, equipment for the manufacture of canned food such as tomato, vegetable, fruit. Agenzia Industriale, Rag. Pietro Sartori, (agent), Via Mazzini 63, Piacenza.

Paper mill, paper converting machinery parts, attachments. Impexind, (importer), Via Lanzone 7, Milan. WTD 9/5/63.

**JAPAN**—Truck tire bead breakers to be used for truck tires, 15″-24″ in rim dia.; other advanced tire service equipment. Sanko Shoten, K.K., (importer, wholesaler), 3 Fukagawa Kiyosumi-cho 1-chome, Koto-ku, Tokyo.

Plastics extruders, manufactured in accordance with the theory of "Dr. Weisenberg's Effect" as a base. Tozai Tsusho Co., Ltd., (importer), Katsura Bldg., 1 Akasaka Tameike-cho, Minato-ku, Tokyo.

Machines for making, gluing small paper cartons of pharmaceuticals, photographic films, on full-automation basis. Tozai Tsusho Co., Ltd., Katsura Bldg., 1 Akasaka Tameike-cho, Minato-ku, Tokyo.

Nailing machines, wood working; plywood making machinery for 2 plies. Direct purchase and agency. Korin Trading Co., Ltd., (Korin Shoji K.K.), (importer), No. 3, 3-chome, Honcho, Nihonbashi, Chuo-ku, Tokyo.

Machines for washing, sterilizing, drying automatically rubber sealing caps of vaccine bottles (5 cc.-100 cc.) in vaccine factories. Tozai Tsusho Co., Ltd., (importer), Katsura Bldg., 1 Akasaka Tameike-cho, Minato-ku, Tokyo.

**MOROCCO**—Wick braiding machines for candles, storm-lanterns, heaters, lighters. Quotations cif Casablanca. Maghreb-Bougies, (manufacturer), 13, rue Mostafa el Maani, Casablanca. WTD 11/21/63.

**NETHERLANDS**—Machinery for affixing, coating self-adhesive film with paper. Requests replies from manufacturers only. Direct purchase, exclusive agency. Fa. G. Bosch, (manufacturer, exporter, importer, sales agent), 20 Roerstraat Amsterdam-Z.

**NEW ZEALAND**—Woodworking tools, machinery for the cabinet making trade, including power, hand tools, shapers, paint spraying equipment. Direct purchase and agency. Mr. P. W. McCullough, Manager, International Associates (New Zealand) Ltd., (wholesaler), 397 Hutt Rd., Lower Hutt.

**NORWAY**—Machine for the production of cotton wool balls for cosmetic use. H. Kullberg Fabrikker, Halden.

**PAKISTAN**—Equipment, machinery for establishment of new small flour mills, plywood manufacturing plants. Razvi Mining Co., (mine lessees, operators), 115 Kutchery Rd., Abbottabad. WTD 11/21/63.

● Water distillation apparatus, electrically heated, capacity-5 gal./plr., 34″ high, 30″ wide, 13,000 watts, 220 volt, A.C., 50 cycle current, 25 each. Tender No. S-6/48/Chem/63-64, bid deadline January 28, 1964. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca 2.★ (Telephone: 202-WO 7-5589).

**SPAIN**—Automatic packaging, weighing machine for dry soup mixes to use thermoweldable

material for manufacturing, filling, weighing, sealing bags, obtaining a complete finished product. Material to be packed is in powdered form; each bag shall contain six grams; size of bag not to exceed 120 x 160 mm. Prices requested cif Spanish port. Hijos y Hermanos de M. Marroso León, S.L., (manufacturer, importer), Malagón, Siudad Real. WTD 2/5/63.

**SYRIA**—Machinery for processing, canning tomato products, for canning pickled cucumbers. Souheil Moudarres, P.O. Box 206, Arqoub, Aleppo. WTD 4/6/63.

Industrial citrus fruit grading, packing machinery. Souheil Mondarres, P.O. Box 206, Arqoub, Aleppo. WTD 4/6/63.

**URUGUAY**—Complete 15 head per hour slaughter house for cattle, equipment and machinery for fat section, boiler room, pumping station, power plant, freezing plant, scale section, sanitary department, machinery repair shop. A brochure of the complete project is available on a loan basis from the Trade Opportunity Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. International Traders S.A., Calle Sarandí 802, Rivera, Depto. de Rivera. WTD 11/12/63.

## 356 General Industrial Machinery

● **BURMA**—Ball bearing complete with plumber blocks, adaptor, sleeve nuts, washers, grease cup, locating rings, 7,000 assorted N.E.F. types, ball bearing, with adaptor, sleeve, nuts, washers, 14,000 assorted N.E.F. types, ball and roller bearings, 14,500 assorted Hoffman type. Tender No. NIV/10/G-3 (63-64), bid deadline January 6, 1964. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

★★ **EAST AFRICA—Trade Mission**

Hardware wholesaler wants well pumps, 220/240 v.-50 cycle; small powered tillers. Hassanbhai Jafferji & Sons, P.O. Box 404, Zanzibar. NCIA. I.R. 236.

Hardware wholesaler wishes to purchase well pumps, 220/240 v. 50 cycle; small powered tillers. Esmailji Amiji & Co., P.O. Box 146, Zanzibar. NCIA. I.R. 235.

**ENGLAND**—Crushing or grinding plant for stone, cereals, grains, ores, other materials; sieving, grinding plant; particle classifiers or separators; pneumatic conveying systems; powder mixing, blending machines; related equipment. Direct purchase and agency. Collectron Ltd., Lee House, London Wall, London, E.C.2. WTD 3/14/63.

**FRANCE**—Metal or rubber couplings, flexible-shaft, for trailer-cars. France Automobile Service, (importer, wholesaler), 159 rue Galliéni, Boulogne-Billancourt (Seine).

● **IRAN**—Compressors, high pressure, fully air cooled, for use in diving operations electric powered, two complete sets. Bid deadline January 30, 1964. Sar-Reshtedary Nirouye Daryai, Iran, Pahlavi Ave., Dorahe, Yousefabad, Tehran.★ (Telephone: 202-WO 7-5589).

**NETHERLANDS**—Paint spraying equipment, all kinds. Direct purchase and agency. H.V.O. Industrie en Handelsonderneming N.V., (importer, wholesaler), 39 Schermlaan, Rotterdam 3. WTD 11/29/63.

**PAKISTAN**—Water pumps with electric motors or cold start engines with generators. Direct purchase and agency. The Eastman Traders, (importing distributor, manufacturers' agent, commission agent), 11 Brandreth Rd., Lahore. WTD 11/22/63.

**PHILIPPINES**—Water pumps (from ¼ HP up); sprayers (¼ quart to 5 gallon capacity). Direct purchase and agency. Hand pumps (pitcher or pressure type, ½" to 2"). Direct purchase and agency. Wilson Southern Supply, (wholesaler, retailer), Luzon Extension St., Cagayan de Oro City. WTD 9/25/62.

**SPAIN**—Automatic air injectors to be adapted to deposits of water elevating pumps for apartment buildings; wishes to contact manufacturer. Carlos Dal Re, S.A., (manufacturer, importer), Barquillo No. 11, Madrid (4). WTD 11/21/63.

## 357 Office, Computing, Accounting Machines

● **IRAQ**—Arabic typewriters, 225: 125 18"-20" size; 100 11"-12" size. Tender No. 45/63, bid deadline February 19, 1964. For Directorate of Government Press and Stationary, Baghdad. Terms and specifications may be obtained from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, against payment of ID 0.500 ($1.40) per copy, plus $0.70 to cover air mailing charges from Baghdad to the U.S.★ (Telephone: 202-WO 7-3518).

## 358 Service Industry Machines

**See also SPECIAL TRADE LEADS on page 51.**

**BELGIUM**—Laundry presses, commercial; cabinet type, sleever; requests replies from manufacturers only. Sodri, (importer, agent), 49 Ave. de Suffrage Universel, Brussels. WTD 11/29/63.

● **COSTA RICA**—Equipment for complete hospital laundry: washers-extractors, 350/400 lb. dry clothing capacity, 3; drying tumblers, 4; washer extractor, 100 lb. capacity, 1; air compressors, 80 gal. tanks, 2; also "puff" irons, ironing, pressing and folding equipment. Tender No. 63-111, bid deadline February 14, 1964. Caja Costaricense de Seguire Social, Seccion Proveeduria, P.O. Box 1317, San Jose. Specifications in Spanish.★ (Telephone: 202-WO-7-3518).

★★ **EAST AFRICA—Trade Mission**

Importer wants refrigerating cabinets, trolleys, baskets, shelving, equipment for supermarkets in East Africa. Israel Foreign Trade Corp., Amiran, Ltd., P.O. Box 30327, Nairobi, Kenya. I.R. 84.

Manufacturer of food products wants automatic filling and weighing machinery. Pims Food Products, P.O. Box 571, Mombasa, Kenya. NCIA. I.R. 205.

Importer wants sealed refrigeration unit condenser, evaporation and thermostatic control relays for manufacturing 3 to 4 cu. ft. refrigerators for 230 v., 50-cycle, 1-phase current. The "Technica" Engineering Co., P.O. Box 1861, DSM. I.R. 127.★

Drycleaning establishment wants semi-automatic dry-cleaning equipment not to exceed 120 lb. each operation, 220 v., 50-cycle, 3-phase current; also equipment for small commercial laundry. Ritz Dry Cleaners, Ltd., P.O. Box 811, DSM. I.R. 110.

Importer of air-conditioning equipment seeks exclusive representation for East Africa and Red Sea area with producers of refrigeration units of 1 h.p. to largest available for commercial installations. Hall-Thermotank Overseas, Ltd., P.O. Box 18182, Nairobi, Kenya. I.R. 65.

**FRANCE**—Ironers, ironing equipment; also commercial laundry, dry-cleaning, pressing machinery, equipment, accessories; requests replies in French. Direct purchase and agency. C.E.V.I.N.-Comptoir d'Entreprise & de Vulgarisation des Inventions Nouvelles, 2/4 rue de Villiers, Levallois-Perret (Seine).

■ **INDIA**—Fully automatic phosphating plant with continuous operational cycle complete with accessories, electrical equipment, motors suitable for phosphating high tensile nuts, bolts, socket head cap screws. Phosphating capacity of plant, 600 lb./hr.; conveyor speed, variable speed drive adjustable according to strength of solutions at different stages; thickness of phosphate coating, .0002"-.002"; size of nuts to be phosphated, ¼"-¾" dia. or M6-M20. Loan No. DLF 157. U.S. source. Quotation date January 13, 1964, cif Bombay. IL No. 989953/DLF-157/61/HQ-C.G.I. Ref. No. 20(20)/63-AID-II. Fit Tight Nuts & Bolts Ltd., Old Ashram, Andheri Kurla Rd., Andheri, Bombay 58. SBC-490.

■ Compressor assembly for 5 hp. air conditioner, 2 Nos.; Polarton switch, 2 Nos., oil separator, condenser assembly, control panel assembly to go with compressor assembly; standard headroom monorail electric hoist, 250 kgs.; electric hoist, 250 kg. capacity; electric altomatic calculator. Loan No. DLF-157. U.S. source. Quotation date January 7, 1964. IL No. 978374/DLF/157/62/HQ/CG.IV. Ref No. 4(137)/62-AID.II. National Ekco Radio & Eng. Co., Ltd., Ewart House, Bruce St., Fort, Bombay 1 (BR). SBC-490.

■ Refrigeration compressors, components, various; stainless steel tubes. Loan No. 217. U.S. source. Quotation date January 12, 1964. IL No. A.593378/61/AU-DW/CCI/HQ/RM/L-II (E). Ref. No. 65(142)/62-AID (1). Larsen & Toubro Ltd., I.C. House, Dougall Rd., P.O. Box 278, Ballard Estate, Bombay 1. SBC-490.★

**ITALY**—Compressors (hermetic, accessible hermetic, reciprocating open types); air conditioning, heating, refrigeration equipment; leak detector control valves, switches, oil protection controls for air conditioning, heating, refrigeration equipment. Direct purchase and agency. CO.RE.CO., (agent), Corso di Porta Romana 121/a, Milan. WTD 10/24/63.

Water purifying equipment. Requests replies in Italian. Societa Egadi, S.p.A., (real estate, tourism), Via Del Fante, Marsala (Trapani), Sicily.

**NETHERLANDS**—Electric coffee makers, commercial; fryers; dishwashing machines, commercial; milk dispensers; food-warming equipment; cooking ranges, commercial. Requests replies from manufacturers only. J. C. van Donkelaar, N.V., (manufacturer, importer), 37-41 Adm. de Ruyterweg, Rotterdam.

**NEW ZEALAND**—Vending machines for dispensing hot coffee, soft drinks in paper cups; sandwiches; candy bars. Mr. R. P. Kearse, (private entrepreneur), c/o K.B. Industrial Agencies, 20 Kings Crescent, Lower Hutt.

**NORWAY**—All types of air conditioners, for home, public building, office use; requests replies from manufacturers only. Direct purchase and agency. West-Am A/S, 154 Drammensveien, Oslo.

■ **PAKISTAN**—Condensing units, accessories, 2 sets; air conditioning units, complete, 2; refrigerant piping, pipe fittings, one lot; expansion valves for freon 22, 4; solenoid valves, 4; spares for 2 years normal operation, one lot; refrigerant tools, gauges, testing equipment, one lot; packaged air conditioner with hermetic gas cooled compressor and air-cooled condenser, capacity 8.75 tons, nominal CFM 3000, for operation on 440 volts, 3 phase, 50 cycle supply. FAS and C&F. IL No. 347919. Loan No. 391-H-066. U.S. source. Quotation deadline December 30. Jubilee Cinema, Barness St., Karachi. SBC-488.★

**PAKISTAN**—Window type room air condi-

tioners 1 to 3 ton. Direct purchase and agency. Potwar Corp. Ltd., (importing distributor, commission merchant), 64/9-9A Edwards Rd., Rawalpindi. WTD 11/22/63.

**SWEDEN**—Adding, calculating machines, electronic computers. Oscar Sundin, (wholesaler, retailer, sales agent), Fredsgatan 6, Stockholm C.

## 360 Electrical Machinery, Equipment, Supplies

**★★ EAST AFRICA—Trade Mission**

Importer wishes to purchase general electrical appliances, radios, television sets. Dharmashi Hemraj, P.O. Box 107, Jinja, Uganda. NCIA. I.R. 335.

Importer seeks suppliers of transistor radios, small low-priced domestic refrigerators for 230/250 v., 50-cycle, 1-phase current. Karmali Juma & Sons, Ltd., P.O. Box 154, DSM. I.R. 107.

Importer wants electric motors, rewinding materials, room air-conditioners, domestic appliances, switch gear, starters, fluorescent fixtures. Messrs. G. Busi, P.O. Box 382, DSM. I.R. 149.

Retail firm in the market for temperature and pressure instruments, other electrical appliances. Refrigeration and General Engineers, P.O. Box 11464, Moshi, Tanganyika. NCIA. I.R. 158.

Importer seeks power transmission equipment, chains, belts, industrial fans, tea-drying machinery. Heat Exchangers, Ltd., P.O. Box 3070, Nairobi. I.R. 194.

Importer/wholesaler wants general electrical appliances, radio equipment with 220/240 v., 50 cycle, 1-phase current outlet. Kassamali Suleman Meghji, Ltd., P.O. Box 6, Mombasa, Kenya. I.R. 193.

**PHILIPPINES**—Electrical supplies, electric household appliances. Direct purchase and agency. Wilson Southern Supply, (wholesaler, retailer), Luzon Extension St., Cagayan de Oro City. WTD 9/25/62.

## 361 Electric Transmission, Distribution Equipment

● **CYPRUS**—Low voltage cutouts rated 60 to 200 amps, 20, 190 and various sizes of cartridge fuse links, 240. Tender No. 59/1963, bid deadline January 7, 1964. Tender documents available from General Manager, Electricity Authority of Cyprus, Photis Stavrou Pitta St., P.O. Box 449, Nicosia, upon payment of $5.60 for a set of four documents. Payment not refundable.★ (Telephone: 202-WO 7-4242).

**★★ EAST AFRICA—Trade Mission**

Importer wants eight diesel generators, distribution equipment. Seaway Tanganyika, Ltd., P.O. Box 2393. DSM. NCIA. I.R. 133.★

Importer desires suppliers' switch gears, fluorescent fittings, motors, electrical equipment for 220 v., 50-cycle, 3-phase current. Enfield Cable, (Tanganyika), Ltd., P.O. Box 2829. I.R. 115.★

**FRANCE**—Electricity distributing equipment, transformers, circuit-breakers. Electrical transmission equipment, accessories. Direct purchase and agency; requests replies in French. Docks Electriques Rhone Durance, 39 rue Buffon, Avignon (Vaucluse).

■ **GREECE**—Secondary distribution fuse boxes for 75, 150 and 250 KVA distribution transformers, 1650 pc.; same, for 15. 25 and 50 KVA transformers, 1250 pc., ref. No. 570. Bid deadline January 6, 1964. Public Power Corp., 30 Chalkokondyli St., Athens 102. Cable: DEH. Loan No. 240-H-028. Bids solicited on world wide basis. If selected offer is from the U.S., purchases will be financed under loan cited, or with free dollars. Copies of detailed specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., N.W., Washington, D.C. 20008. SBC-488.

**ITALY**—Electronic, electric measuring, control instruments; instrument for nuclear research. R. F. Celada, (importer), Viale Tunisia 4, Milan. WTD 8/9/63.

**NETHERLANDS**—Complete line of materials for radio, television service, especially for servicing in the retail trade; testing, measuring equipment. Requests replies from manufacturers only. Direct purchase, exclusive agency. Firma Eurotron (manufacturer, exporter, retailer), 5 Prinses Margrietstraat, Amsterdam.

● **NIGERIA**—Supply of two eleven-panel high voltage switchboards. Specifications ECN 3/GEN, ENC 3/1163/IKEJA, IND/33/0, ECN 3/1163/AGARAWU/33/0. Bid deadline January 14, 1964. Tender forms and specifications may be obtained from the London Representative, Electricity Corp. of Nigeria, York House, Westminster Bridge Rd., London SE.1, on payment of $5.88 per copy, not refundable. A copy of the specifications is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

**PAKISTAN**—Instrument parts, electrical indicating, recording, volt meters, measuring instruments. Direct purchase and agency. Potwar Corp. Ltd., 64/9-9A Edwards Rd., Rawalpindi. WTD 11/22/63.

● Galvanometers, 100; potentiometers, 10; platinum wire, 50 yd.; spectrophotometers, 4; refractometers, 5. Tender No. S-11/541/63-63/H, bid deadline January 30, 1964. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca 2.★ (Telephone: 202-WO 7-2312).

● **TUNISIA**—Supply of transformers, other related equipment for the 150/33 Kv substation at Sfax; bid deadline February 1, 1964. Societe Tunisienne de l'Electricite et du Gaz 38, Rue de Besancon, Tunis. Tender documents and specifications in French.★ (Telephone: 202-WO 7-4242).

● **TURKEY**—Main switchboard for control and distribution of power to two 30 KW, 230 V. D.C. generators. Tender No. 3001-418, bid deadline January 2, 1964. Malzeme Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul. A copy of the specifications is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4242).

## 362 Electrical Industrial Apparatus

● **BURMA**—Electric motors rated ½ hp. to 20 hp., 10,000. Tender No. NIV/41/G-3/(63-64), bid deadline December 30. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon. (Telephone: 202-WO 7-4242).

**FRANCE**—Electrical control boards; carbon electrodes, graphite anodes; requests replies in French. Direct purchase and agency. Docks Electriques Rhone Durance, (wholesaler, distributor), 39 rue Buffon, Avignon (Vaucluse).

**PAKISTAN**—Electric motors, ½-200 h.p., a.c., single phase, integral horsepower; generators, 1 K.V.-100 M.V., a.c.-d.c., under 1 kilowatt. Direct purchase and agency. The Eastman Traders, (importing distributor, manufacturers' agent, commission agent), 11 Brandreth Rd., Lahore. WTD 11/22/63.

■ Diesel electric generating sets, 2; 150 K.V.A. 3 phase, 50 cycle step-down outdoor type transformers, 4; steel tubular poles; porcelain aerial fuses for distribution line, 12,000; porcelain shackle type insulator, 4,000; 250 V, grade A.C. AMP bayonet cap, B.C., 10,000; annealed bare copper wire, 5 tons; galvanized wire stranded 20 tons; hard drawn bare copper wire, 45 tons; vulcanized rubber, 120,000 yd.; heavy duty natural insulated cables, 45,000 yd.; vinyl-chloride plastic cables, 220,000 yd. Tender No. S-11/538(63-64)/A. Tender fee, not refundable, $2.10 each. Bid deadline January 7, 1964. Government of East Pakistan, Directorate of Supply, EPIDC House, Motijheel, Dacca 2. SBC-488.

## 363 Household Appliances

**BELGIUM**—Electric dishwashing machines, household. S.A. Pinnock Europe, (manufacturer), 13 Rue Faurieux, Herstal. WTD 11/27/63.

● **BURMA**—Supply of 800 electric hair dryers, 800 electric vibrators, 400 electric shavers, all to operate on 220V; and 20,000 straight razors. Tender No. GH/104/GII(63-64), bid deadline 12 noon, January 6, 1964. The Chairman, Civil Stores Committee No. 1, St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5346).

**★★ EAST AFRICA—Trade Mission**

Importer wants room air conditioners 1 h.p. to 3 h.p., automobile air conditioners, 12 v. battery—for 220 v. AC 50 cycle current, for large wholesale distribution in East Africa. Samji Kala & Co., Ltd., P.O. Box 624, Mombasa, Kenya. WTD 11/6/63. I.R. 162.

**ECUADOR**—Washing machines, domestic, electric non-automatic, wringer; ranges, electric, standard household; refrigerators, mechanical household. Requests catalogs, prices, cif Guayaquil. 110/120 current; 60-cycle voltage; requests replies in Spanish. Direct purchase and agency. Anibal Hallo, P.O. Box 1033, Quito.

**FRANCE**—Household electrical equipment; all types including refrigerators, washing machines, cooking devices, sawing machines. Requests replies in French. Direct purchase and agency. Societe Kiplay, 4/6 rue Cart, Nimes (Gard).

Household electrical equipment, such as washing machines, refrigerators. Requests replies in French. Ets. M. Gaubert, (importer, wholesaler), 11 rue Lafayette, Marseille, Bouches du Rhone.

**PAKISTAN**—Stoves, heaters, water coolers, heaters, refrigerators, washing machines. Direct purchase and agency. Potwar Corp., 64/9-9A Edwards Rd., Rawalpindi. WTD 11/22/63.

**NETHERLANDS**—Food waste disposers, sink type; grills. Requests replies from manufacturers only. J. C. van Donkelaar, N.V., (manufacturer, importer), 37-41 Adm. de Ruyterweg, Rotterdam.

All types of electrical household appliances, including floor polishers, vacuum cleaners. Direct purchase and agency. H.V.O. Industrie en Handelsonderneming N.V., (importer, wholesaler), 39 Schermlaan, Rotterdam-3. WTD 11/29/63.

## 364 Electric Lighting, Wiring Equipment

● **BURMA**—Supply 75 each, 500, 800. 1.000, 1.500 watt portable gas generating sets; 100 (1.5 kva), 250 (3 kva), 100 (3.5 kva), 100 (5 kva), 50 (6 kva), 50 (7.5 kva), 25 (10 kva),

25 (25 kva) portable diesel generating sets. Tender No. NIV/24/G3 (63-64), bid deadline December 30. Civil Stores Committee (1), St. John's Rd., Rangoon.★

**★★ EAST AFRICA—Trade Mission**

Well-established manufacturer wants machinery and plant necessary to manufacture fluorescent lights, electric bulbs. Metha Sons, Africa, Ltd., P.O. Box 1175, Nairobi, Kenya. WTD 8/2/62. I.R. 4.

Importer/wholesaler desires commercial lighting fixtures. Gerald Hoe, (Lighting), Ltd., P.O. Box 20111, Nairobi, Kenya. WTD 4/17/63. I.R. 61.

Electronic importer-wholesaler seeks complete plant for the manufacture of domestic electric light bulbs in assorted wattage up to 200 w. capacity. S. A. Pegrume & Co., Ltd., P. O. Box 1093, Nairobi, Kenya. WTD 8/20/63. I.R. 41.

**FRANCE**—Incandescent, fluorescent electric bulbs, also electrical apparatus, fixtures, switches. Requests replies in French. Direct purchase and agency. Docks Electriques Rhone Durance, (wholesaler, distributor), 39 rue Buffon, Avignon (Vaucluse).

● **GREECE**—Airport runway lighting equipment, associated equipment, including isolating transformers, current transformers, control panels. Tender No. B/897, bid deadline January 9, 1964. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-4242).

● **INDIA**—Supply and erection of 76 miles of 25 kv, single phase, overhead traction equipment. Tender No. 256, bid deadline March 11, 1964. General Manager & Chief Engineer, Railway Electrification 1, Acharyya Jagadish Base Rode, Calcutta, 20. Tender fee $21 each, not refundable.

**PAKISTAN**—Electrical appliances: poles, tubular poles, wires, cables, switches, starters. Direct purchase and agency. The Eastman Traders, (importing distributor, manufacturers' agent, commission agent), 11 Brandreth Rd., Lahore. WTD 11/22/63.

**SWEDEN**—Kerosene lanterns. C. A. Manden, (wholesaler), Stampgatan 40, Goteborg C. WTD 5/17/63.

## 365 Radio, Television Receiving Sets

**★★ EAST AFRICA—Trade Mission**

Records manufacturing company seeks exclusive distributorship for sale of phonographs and machines in the States of Uganda, Kenya, Tanganyika, Zanzibar. Chicago Records Manufacturing Co., Ltd., P.O. Box 281, Jinja Uganda. WTD 11/27/63. I.R. 340.

**FRANCE**—Radio equipment: household receivers, etc. Requests replies in French. Ets. M. Gaubert, (importer, wholesaler), 11 rue Lafayette, Marseille, Bouches du Rhone.

**ITALY**—High frequency transistors. A.R.E.—Applicazioni Radio Elettroniche di Baratelli & Co., (importer, agent), Via G. Borri 3, Castellanza (Varese). WTD 9/6/63.

**NORWAY**—Portable transistorized phonographs; portable, pocket sized transistorized radios. Direct purchase and agency. Skille & Co., (importing wholesaler, manufacturers' agent), Natlandsveien 14c, Bergen. WTD 6/17/63.

## 366 Communications Equipment

**★★ EAST AFRICA—Trade Mission**

Firm seeks exclusive distributorship agreement with U.S. supplier for two-way walkie-talkie with transistor radio. Nile Construction Co., Ltd., P.O. Box 281, Jinja, Uganda. WTD 11/27/63. I.R. 343.

Importer/wholesaler of electrical equipment desires radio transmission equipment to supplement inadequate telephone system in outlying areas: 55 B equipment-single side band; available current: 230/240 v., 50 cycle AC. S.A. Pegrume & Co., Ltd., P.O. Box 1093, Nairobi, Kenya. WTD 8/20/63. I.R. 41.

Importer/wholesaler of telecommunications equipment seeks exclusive representation in East Africa for telecommunications, TV, radio broadcasting, telephonic equipment. International Aeradio, (East Africa), Ltd., P.O. Box 3133, Nairobi, Kenya. WTD 9/9/53. I.R. 33.

■ **GREECE**—Carrier telecommunication frames wired for 5 complete terminals; same, wired for 1 each complete terminal, 4. Frames to include all arrangements and constructed to form 4 complete telephone connections with ringing systems, on same overhead physical line. Ref. No. 568. Loan No. 240-H-028. Bids solicited on world wide basis. Kingdom of Greece, Ministry of Trade, Direction General of Procurements, Direction B, State Purchases, Section D, Office I, Athens. Attn. G. Tsougrakis. If selected offer is from the U.S., purchases will be financed under the loan cited, or with free dollars. Copies of detailed specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-488.

**INDONESIA**—Radio communications transters, receivers, marine, for coastal vessels up to 600 tons. Indesa Ltd., 3 Djalan Teh, Djakarta-Kota. WTD 11/18/63.

**ITALY**—Small portable two-way radio-telephone systems for automobile vehicles. Pro-Del, S.p.A., (manufacturer, importer), Via Monfalcone 12, Milan. WTD 2/20/63.

**PAKISTAN**—Military electronic communication systems, spare parts, accessories; radio transmitters, receivers. Direct purchase and agency. Potwar Corp., Ltd., 64/9/A9, Edwards Rd., Rawalpindi. WTD 11/22/63.

## 367 Electronic Components, Accessories

**See also SPECIAL TRADE LEADS on page 51.**

■ **GREECE**—Electronic tubes, transistors, 342 each. Ref. No. 560. Bid deadline January 3, 1964. Loan No. 240-H-028. Bids solicited on world wide basis. Hellenic National Broadcasting Institute, Paleon Patron Germanou St., No. 7, Athens. Copies of detailed specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. If selected offer is from the U.S., purchases will be financed by AID under loan cited or with free dollars. SBC-487.

**ITALY**—Microwave components. Miniature ceramic condensers; electrolytic transistors; miniature relays; material for printed circuits; miniature connectors; quartz; ceramic miniature VHF switches; other electronic commonents. A.R.E.-Applicazioni Radio Elettroniche di Baratelli & Co., (importer, agent), Via G. Borri 3, Castellanza (Varese). WTD 9/6/63.

## 369 Electrical Machinery, Equipment, Supplies

**★★ EAST AFRICA—Trade Mission**

U.S. machinery, equipment, know-how desired to start factory for manufacturing small dry batteries for transistor radios, flashlights. The Marco Surveys, Ltd., P.O. Box 1914, DSM. NCIA. I.R. 119.

**FRANCE**—Batteries; requests replies in French. Direct purchase and agency. Docks Electriques Rhone Durance, (wholesaler, distributor), 39 rue Buffon, Avignon (Vaucluse).

**ITALY**—X-ray fluorescent equipment. R. F. Celada, (importer), Viale Tunisia 4, Milano. WTD 8/9/63.

■ **PAKISTAN**—Battery chargers, meter rectifier type, from AC main, suitable to charge 6 volt batteries, 2 each; battery chargers with petrol engine, operated suitably to charge 6 volt batteries, 5 each; battery testers, cell, for 6 volt and 12 volt batteries, 4 each; volt meter for battery for automobile workshop, for 6 to 12 volts. Batteries should be 185 amp., 50 C/S, heavy duty. Tender No. S-11/539 (63-64)H. Loan No. 391-H-066. U.S. source. Bid deadline December 31. Government of East Pakistan, Directorate of Supply, EPIDC House, Motijheel, Dacca 2. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y., attn. Mrs. Caparelli. SBC-488.

## 371 Motor Vehicles, Motor Vehicle Equipment

**★★ EAST AFRICA—Trade Mission**

Car dealer wishes to purchase motor scooters, motor cycles, hydraulic jacks; also wants lubricants, greases for automobiles. Sadru Garage, Ltd., 45 Jinja Rd., Kampala, Uganda. WTD 7/63. I.R. 262.

Automobile wholesaler wants to purchase auto accessories, small repair equipment. Riddoch Motors, Ltd., P.O. Box 3040, Arusha, Tanganyika. I.R. 229.

U.S. machinery, supplies, information desired for the manufacture of automobile batteries 6 and 12 v. Electra House, P.O. Box 20605, DSM, Tanganyika. I.R. 108.

**FRANCE**—Injectors, diesel injection equipment. France Automobile Service, (importer, wholesaler), 159 rue Galliéni, Boulogne-Billancourt (Seine).

Automobile accessories; also light tools, electrical or mechanical; requests replies in French. Direct purchase and agency. C.E.V.I.N.-Comptoir d'Entreprise & de Vulgarisation des Inventions Nouvelles, 2/4 rue de Villiers, Levallois-Perret (Seine).

■ **INDIA**—Seal-Test replacement parts for Willys, Jeep; Morex king pin sets; Carter carburetor assemblies; various part numbers, descriptions, quantities. Loan No. 386-H-082. U.S. source. Quotation date December 31. Ref. No. 60(347)/63-Aid(1)/082. IL No. E. 031648/62/EI/DLF. Central Automobiles Private Ltd., Laxmi Bhuvan, 466, Sandhurst Rd., Bombay 4. SBC-492.★

**ITALY**—New electrical supplies, accessories for automobiles. Corat, (manufacturer), C.so Corsica 7/47, Turin.

New electrical supplies, parts, accessories for automobiles. R.E.A.M., (manufacturer), 11 Via Torquato Tasso, Turin.

**MOROCCO**—Bearings, connecting rod bearings, gasket sets, valves, guides for both European and U.S. make vehicles, stationary engines. Direct purchase and agency. Ets. Max Assidon, 26, rue de Khouribga, Casablanca. WTD 11/26/63.

**NETHERLANDS**—New automobile, truck, tractor spare parts. N.V. v/h Heck & Co., (importing distributor), 54 Scheepmakershaven or Postbus 391, Rotterdam-1. WTD 7/30/62.

**SINGAPORE**—Automotive replacement parts; importer, exporter, wholesaler, retailer requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Golden Cycle Store Ltd., 179 Selegie Rd., Singapore 7.

**SYRIA**—General line of automotive replacement parts; direct purchase and agency. Enis Hindie, (importer, manufacturers' agent), Box 167, Tilel St., Aleppo. WTD 1/22/63.

■ **TURKEY**—Jeep engines assembly part Nos. 809351, 810796, 914818; Dodge engines, part Nos. 1612900, 2121590. Approx. $11,200. Loan No. 277-H-043. U.S. source. IL No. 150420. Quotation deadline January 2, 1964. Yaman Ticaret Kollektif Sirketi, Talat Mumtaz Yaman ve Ogullari, Lamartin Cad., 57/A, Taksim, Istanbul. SBC-488.

■ General motors, other replacement parts for cars, trucks, various part numbers, descriptions, quantities; Northern Star Auto Supply Corp. Ascot wheel covers, or equals, various numbers, quantities, to special conditions. IL No. 002301. Todori Karamurat, Galata, Fermeneciler Cad. 75 1st, Istanbul.

■ Block assemblies, part No. 804811, quantity 46; 647711, 4 Nos. IL No. 002364. Turker Ticaret ve Sanayi Ltd., Sti., Taksim, Sehit Muhtar Caddesi No. 24/1, Istanbul.

■ Jeep replacement spare parts, various original part Nos. descriptions, quantities, long list. IL No. 0022291. Otprot, Albert Mesulam ve Misel Benray Koll. Sti. Taksim Topcular Caddesi No. 8/1, Istanbul.

■ Original Mopar spare parts for cars, trucks, long list of part Nos., names. IL No. 002372. Zafer Lastik Yurdu Fahrettin Ayasun Taksim, Yenitarlabasi Caddesi Ay Apt. Altinda 19/1, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-491.★

## 372 Aircraft, Parts

**★★ EAST AFRICA—Trade Mission**

Automobile dealer seeks distributorship for helicopters in Uganda, Kenya, Tanganyika. Gomba Motors, Ltd., P.O. Box 1272, Kampala, Uganda. WTD 11/22/63. I.R. 280.

## 373 Ship Building, Repairing

**★★ EAST AFRICA—Trade Mission**

Fishing equipment firm wants to purchase 36 ft. fishing boats motors 15 h.p.-25 h.p., other fishing equipment; also desires to purchase 2000 nylon fishing nets monthly. Joseph Kakoza, P.O. Box 3756, Kampala, Uganda. NCIA. I.R. 302.

Steamship operators/owners want cargo schooners for coastal work, not over 124 ft. long, 150 to 250 ton capacity, all steel construction, new or secondhand; also wants flameless cigarette lighters. Ampees Shipping & General Agencies, P.O. Box 632, Mombasa, Kenya. NCIA. I.R. 202.

**FRANCE**—Boat accessories, metal or plastic. Requests replies in French. Plastimo, (manufacturer, importer, dealer), Boulevard du Slip, Lorient (Morbihan).

**GERMANY**—Assembly cruiser (motor boat) kits in various sizes, excluding motor, (from small sporting boat to sea-going boat for 6-8 persons); low-priced small motorboats, 2 to 4 seats, possibly with cabin, prefabricated; importing distributor requests replies from US manufacturers only with price quotations cif Dutch or German ports; direct purchase. Heinrich W. Merkel, 15 Haumannstrasse, 46 Dortmund-Marten. WTD 9/8/61.

**INDONESIA**—Shipbuilding, ship repair parts, equipment, components including bollards, deck fittings, hatch covers, steel plates, anchors for coastal vessels up to 600 tons. Indesa Ltd., 3 Djalan Teh, Djakarta-Kota. WTD 11/18/63.

## 374 Railroad Equipment

● **CANADA**—Supply of 248 subway passenger motor cars by the Toronto Transit Commission, for operation in trains of from 2 to 6 cars in the Bloor-Danforth Subway, world wide tender, bid deadline February 3, 1964. Contract documents, drawings (2 books) may be obtained from: Mr. L. W. Bardsley, Superintendent of Equipment, Toronto Transit Commission, 1138 Bathhurst St., Toronto, for a fee of $100.00 (US $92.74), refundable on return of contract documents in good condition within 30 days after opening of tenders. Letter of instructions, specifications with drawings may be reviewed in Rm. 4320, Transportation Equipment Division, BDSA, Department of Commerce Washington, D.C. 20230. (Telephone: 202-WO 7-4816).

■ **INDIA**—Ten-ton diesel locomotives, 9 Nos. Loan No. 386-H-082. U.S. source. Bid deadline January 15, 1964. Ref. No. D/ENQ/820. Tender No. S/Project/3125-P/3155-8(F) Locomotives/I. Tender fee, not refundable, $2.10 each. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave. N.W., Washington, D.C. 20008. SBC-492.

## 375 Motorcycles, Bicycles, Parts

● **GREECE**—35 bicycles, 28 x 1.5 inches, triangular frame; 140 motor bicycles, not less than 3 h.p. at 6500 r.p.m., not over 50 c.c. cylinder displacement; 50 three-wheel motor scooters, 7-8 h.p. at 4500-5000 r.p.m., 150-200 c.c. cylinder displacement. Estimated value $52,000. Bid No. 6235, deadline 12 Noon, January 4, 1964. Detailed illustrations and specifications required with bid submission; also participation guarantee of 5 percent of total value of bid. Supply Committee, Hellenic Telecommunications Organization, Ltd., 20 Patission Str., Athens.★ (Telephone: 202-WO-7-2923).

## 379 Transportation Equipment

**JAPAN**—House trailers. Mr. E. Shiraishi, Mitsui & Co., Ltd., (general merchant, importer, exporter), P.O. Box 822, Tokyo Central, Tokyo. WTD 6/11/63.

## 380 Professional, Scientific, Controlling Instruments

**ENGLAND**—Cameras, photographic equipment, sensitized bromide paper, films, photographic accessories. Direct purchase and agency. Star Cameras Ltd., (importer, wholesaler), 224 Edgware Rd., London. W.2. WTD 5/14/63.

## 381 Engineering, Laboratory, Scientific, Research Instruments

**JAPAN**—Molecular distillation apparatus for fractional distillation of lubricating oils. General Sekiyu K.K., (petroleum refinery), 100 Ukishima-cho, Kawasaki.

Precision analytical instruments for laboratory use. Direct purchase and agency. Nissei Sangyo Co., Ltd., (importer), Attn.: Scientific Instrument Dept., Tokyo C.P.O. Box 1316. WTD 10/27/61.

■ **PAKISTAN**—Laboratory equipment, 29 items, such as psychrometric assemblies, 6; vacuum pump, exhaust fan, flowmeter, heat exchanger, water meters, 2, thermometers, 7, potentiometers, thermostats, 2, transformer. Tender No. S-11/540/63-64/Y. Tender fee, not refundable $1.05 each. Bid deadline December 30. Government of East Pakistan, Directorate of Supply, EPIDC House, Motijheel, Dacca 2. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., attn: Mrs. Caparelli. SBC-488.

● **TURKEY**—Portable refraction seismograph, oscillograph, geophysical instruments used in measuring resistivity, consisting of a transmitter and receiver. Tender No. 63-11L-74, bid deadline January 8. Forms, specifications are available from DSI Genel Mudurlugu, Makima ve Ikmal, Dairesi Baskanligi, Ankara. (Mechanical & Supply Dept., General Directorate of State Hydraulic Works).★ Telephone: 202-WO 7-2312.

## 382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

**ITALY**—Instruments for measuring the humidity in textiles during their processing. Direct purchase and agency. F.A.S.-Automazione Strumenti (Dr. Treghi & Co.), (manufacturer, agent), Via Koristka 8/10, Milan. WTD 5/31/63.

Pneumatic, electronic telemeters for distance measuring, for recording, indicating flow, level, pressure, temperature; for petrochemical processes; pneumatic, electronic automatic regulators. Strumentazione Elettronica Industriale, (importer), Viale Papiniano 28, Milan. WTD 9/9/63.

Non destructive testers; apparatus for structural, microstructural tests. R. F. Celada, (importer), Viale Tunisia 4, Milan. WTD 8/9/63.

Measuring, recording, indicating instruments for flow, level, pressure, temperature; instruments for petrochemicals processes; conventional, miniature housings. Strumentazione Elettronica Industriale, (importer), Viale Papiniano 28, Milan. WTD 9/9/63.

## 383 Optical Instruments, Lenses

**ITALY**—Apparatus for electronic microscopy; apparatus for metallographic, metallurgical tests. R. F. Celada, (importer), Viale Tunisia 4, Milan. WTD 8/9/63.

## 384 Surgical, Medical, Dental Instruments

**★★ EAST AFRICA—Trade Mission**

Importer/wholesaler seeks exclusive representation in East Africa of X-ray and hospital equiment with maintenance parts. International Aeradio, (East Africa), Ltd., P.O. Box 3133, Nairobi. Kenya. WTD 9/9/53. I.R. 33.

**FRANCE**—Rescue equipment, buoys, warners; requests replies in French. Plastimo, (manufacturer, importer, dealer), Blvd. du Slip. Lorient (Morbihan).

**GERMANY**—Dental equipment, supplies; dental instruments, teeth, fillings; requests replies from manufacturers only. Direct purchase and agency. Siemens-Reiniger-Werke AG, Dental-Depot, (importer, wholesaler, agent). 23/25 Lindwurmstrasse, 8 Muenchen 15. WTD 6/24/63.

**JAPAN**—Auto safety belts. Mr. E. Shiraishi, Mitsui & Co., Ltd., (general merchant, importer, exporter), P.O. Box 822, Tokyo Central, Tokyo. WTD 6/11/63.

## 385 Ophthalmic Goods

**PHILIPPINES**—Optical machinery, supplies, lenses, frames. Torres Eye Clinic, 53 Plaridel St., Cebu City. WTD 11/21/63.

## 387 Watches, Clocks, Parts

**SINGAPORE**—Clocks; importer, exporter, wholesaler requests replies from suppliers with price quotations cif Singapore; prices must be competitive. Samples requested. Direct or agency purchase. Cheong Lee Yuen Ltd., 57 S. Bridge Rd., Singapore 1. WTD 11/26/63.

## 386 Photographic Equipment

● **BURMA**—One three dimensional copying machine. Tender No. NIV/42/G-3(63-64), bid deadline January 6, 1964. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2778).

● Seven hundred (700) rolls 40 in. by 30 ft., medium black line diazo paper. Tender No. NIV/81/G-3/63-64, bid deadline January 8, 1964. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2778).

**★★ EAST AFRICA—Trade Mission**

Sales representatives seeks exclusive distributorship of photomatic machines in the States of Uganda, Kenya, Tanganyika, Zanzibar. Chicago Records Manufacturing Co., Ltd., P.O. Box 281, Jinja, Uganda. WTD 11/27/63. I.R. 340.

**ISRAEL**—Photographic films, black, white; photographic paper; photostat paper; cameras, still, hand type, 35 mm., low price range; requests replies from manufacturers only. Direct purchase and agency. UNATEX Import-Export, (importer), 29 Lilienblum St., P.O. Box 2467, Tel Aviv. WTD 4/10/63.

Motion picture projection equipment, 35 mm., 70 mm. Direct purchase and agency. L & J Export Import Co., (export-import company, manufacturers' agents), Eng. I. Lorbert & E.R. Janai Ltd., 8 Y.L. Peretz St., Tel Aviv. WTD 9/62.

## 391 Jewelry, Silverware, Plated Ware

**JAPAN**—Silverware, hollow ware, plated ware, all kinds; flatware, commercial, domestic. Mr. E. Shiraishi, Mitsui & Co., (general merchant, importer, exporter), P.O. Box 822, Tokyo Central, Tokyo. WTD 6/11/63.

**SWEDEN**—Flatware, stainless steel. C. A. Manden, (wholesaler), Stampgatan 40, Goteborg C. WTD 5/17/63.

Flatware, bottle openers. Bröderna Ivarsson AB, Osby. WTD 3/13/63.

## 393 Musical Instruments, Parts

■ **IRAQ**—Bandsmen waist belts, glockenspiel stands, conductor stands, stand banners, snares, trumpet and trombone mutes, instrument cases, batons, drum heads, screw replacements, lapping for joints; trombone lubricating, dressing oil. box grease, liquid glue; oboe, clarinet, saxaphone, bassoon reeds, assorted valve corks. Tender No. ORD/55-1963, bid deadline 12 noon January 8, 1964. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-4370).

## 394 Toys, Amusement, Sporting Goods

**DENMARK**—Sporting goods: fishing tackle, equipment; tennis, soccer, badminton, other sports equipment; athletic goods; hunting accessories; camping equipment. Julius Guldmann's Eftf., (importer, wholesaler, agent), 18 Ronne Alle, Korsor. WTD 8/2/63.

**★★ EAST AFRICA—Trade Mission**

General importer, large wholesaler wants plastic toy kits, games for children. R. O. Hamilton, Ltd., P.O. Box 12030, Nairobi, Kenya. WTD 7/24/63. I.R. 24.★

Importer seeks commercial fishing apparatus, nylon nets, fishing tackle. Tanganyika Fisheries Importers, Ltd., P.O. Box 154, DSM. NCIA. I.R. 99.

Importer wants saltwater fishing equipment, including rod, reels, lures, line tackle. Noorbhai Aladin & Sons, P.O. Box 121, Zanzibar. I.R. 244.

Retailer seeks camp beds, traveling equipment. Zakariya & Sons, P.O. Box 2256, Mombasa, Kenya. NCIA. I.R. 187.

**FRANCE**—Professional fishing articles, all kinds, including hard fiber twine, reels, rods. Requests replies in French. Plastimo, (manufacturer, importer, dealer), Blvd. du Slip, Lorient (Morbihan).

Fishing tackle, accessories, reels, rods, nylon lines, related sporting goods for fresh, saltwater fishing; also fishing baits, lures of all types. Direct purchase and agency. "Au Pecheur Ecossais," 9 Rue Corneille, Toulouse, Haute-Garonne. WTD 11/20/63.

**NETHERLANDS**—Magicians' apparatus, jokes, carnival articles, general line of "magic" goods. Requests replies from manufacturers only. "Amusa," (importer, wholesaler, retailer), 22 Passage, The Hague.

**NEW ZEALAND**—Toys, particularly educational types; "English" sports toys, games. Requests replies from manufacturers only. Direct purchase and agency. Mr. A. Hawley, Sr., Andrew Hawley Ltd., (manufacturers' agent, importer), P.O. Box 312, Wellington. WTD 11/27/63.

**SINGAPORE**—Plastic, mechanical toys, model plane kits, indoor games; importer, wholesaler, retailer, indent agent requests replies from manufacturers with price quotations cif Singapore; prices must be competitive. Corona Florist, 10 De Souza St., Singapore 1. WTD 11/21/63.

**SWEDEN**—Toys, all kinds. Direct purchase and agency. Broderna Ivarsson AB, (manufacturer, wholesaler, agent), Osby. WTD 3/13/63.

## 395 Pens, Pencils, Office, Artists' Materials

**★★ EAST AFRICA—Trade Mission**

Book store wants to purchase kindergarten text books, stationery pads, pencils, pens, erasers, typewriter ribbons, stationery supplies; also newsprint paper. (Edward Kitayimbwa) Academy Book Store, P.O. Box 3171, Kampala, Uganda. NCIA. I.R. 304.

Publishing and printing concern seeks office supplies, equipment. Mananchi Publishing Co., Ltd., P.O. Box 9221, DSM. I.R. 129.

**NETHERLANDS**—All kinds of supplies for office, school use. Firma P.F. van den Ende, (importer, wholesaler, exporter), 5-7 de Nijverheidstraat, Schiedam.

**NETHERLANDS**—Hand labeling equipment for self-adhesive paper for use by all types of retailers; self-adhesive label dispensers. Requests replies from manufacturers only. Direct purchase, exclusive agency. Proost & Brandt, N.V., (manufacturer, importer, exporter, wholesaler), 26 Rusland, Amsterdam.

**SINGAPORE**—Fountain pens; importer, exporter, wholesaler, retailer requests replies from manufacturers with price quotations cif Singapore; prices must be competitive. Samples requested. Direct purchase. Nam Thong Co., 19 & 24 S. Bridge Rd., Singapore 1.

## 396 Costume Jewelry, Novelties, Buttons, Notions

**AUSTRALIA**—Men's jewelry, magnetized leather money clips; inexpensive. Rovex Import & Export Co., (importer), Box 4560, G.P.O., Sydney. WTD 8/9/62.

Clothes, brushes in initial shapes. Rovex Import & Export Co., (importer), Box 456, G.P.O., Sydney. WTD 8/9/62.

**HONG KONG**—Full range of novelties. The Clover Commercial Co., (importer, exporter, general merchant), Gloucester Bldg., Mezz. floor, (P.O. Box 634). WTD 11/8/63.

**ITALY**—Slot-machine flippers. O.E.M.P.I., (agent, importer), 19 Via Donizetti, Turin.

**JAPAN**—Ties: nylon, dacron, metallic; beaded handbags; beaded cloth for making handbags. Direct purchase and agency. The Nissei Trading Co., Ltd., (importer), Tokiwa Bldg., 3 Nishisekiya-cho 2-chome, Naniwa Ku, Osaka.

**NETHERLANDS**—Linoleum floor tiles, asphalted felt-base and supported plastic floor covering. Direct purchase and/or agency. H.V.O. Industrie an Handelsonderneming N.V., (importer, wholesaler), 39 Schermlaan, Rotterdam-3. WTD 11/29/63.

**NORWAY**—Hair clippers, battery operated, professional and other, shaving machines, battery operated. Mayol-Peer Ruud, 15 Tomtegaten, Oslo.

## 399 Manufacturing Industrial Products

● **BURMA**—Shaving brushes, 15,000; hair dressing brushes, 20,000. Quotation No. GH/105/GII/63-64, bid deadline 12 noon, January 6, 1964. Detailed specifications and 4 samples of each item desired; shipment required within 3 months of contract award. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2923).

**★★ EAST AFRICA—Trade Mission**

Importer/wholesaler seeks representation of mail order house for various consumer products: needs glass bottles, jam jars; also seeks contacts with clothing jobbers for imperfect job lots at reasonable prices. Denovan and Co., Ltd., P.O. Box 109, Nairobi, Kenya. WTD 8/28/63. I.R. 67.

Importer/wholesaler of general merchandise desires contact with U.S. manufacturers of cotton and woolen goods, blankets, clothing, small hardware, garden tools, tables, sun glasses, other consumer products. Popatlal Karman and Co., P.O. Box 3914, Nairobi, Kenya. WTD 10/21/63. I.R. 15.

General importer seeks exclusive representation for iron and steel products, hardware, cutlery, electrical, household appliances. Interocean Trading Co., P.O. Box 5392, Nairobi, Kenya. I.R. 18.

General importer desires to establish exclusive representation in East Africa for used clothing, hardware, bicycles, spare parts for automobiles, plumbing, building materials. Anglo Nordic, (E.A.), Ltd., P.O. Box 30153, Nairobi, Kenya. WTD 9/3/63. I.R. 23.

General importing-exporting firm desires to import tinned fruits, novelty items; also seeks buyers for African wood carvings, curios, sea

shells, cloves, chilis. Jaffer Alloo, P.O. Box 165, Zanzibar. I.R. 242.

Seeks distributorship of consumer goods suitable for the African market; also interested in joint venture arrangements with U.S. firm. P.O. Box 3177, Mombasa, Kenya. NCIA, I.R. 217.★

Importer/wholesaler wants men's clothing, ballpoint pens, other sundries for consumer use in East Africa. Samji Kala & Co., Ltd., P.O. Box 624, Mombasa, Kenya. WTD 11/6/63. I.R. 162.

Firm wants to become sales agent for textiles, shirts (would consider licensing arrangement); also interested in package plants. Gomba Motors, Ltd., P.O. Box 1272, Kampala, Uganda. WTD 11/22/63. I.R. 269.

Service station wants to purchase lubricating oils, greases; also used clothing. Luwuge Service Station, Ltd., P.O. Box 30207, Kampala, Uganda. NCIA. I.R. 309.

Importer wishes to represent manufacturers of domestic glassware: heatproof, unbreakable. Also wants small equipment to manufacture drinking straws; caustic soda for soap manufacturing. Abbas Bros., P.O. Box 207, DSM. I.R. 150.

Wholesaler-retail cooperative outlet seeks connection with purchasing and confirming house to obtain wide range of consumer goods. Cooperative Supply Association of Tanganyika, Ltd., P.O. Box 9211, DSM. I.R. 132.

Agent desires to import on commission basis the following products: textile piece goods, yarns; cosmetics; sports, hobbies equipment; ready-made new, secondhand clothes; toys, games; metal table ware; televisions, low-priced transistor radios. Kazmain Trading Co., P.O. Box 3155, Mombasa, Kenya. NCIA. I.R. 191.

Importer desires for wholesaler: insecticides, patent medicines, tablet-making machines, heat-proof tableware. Dahyabhai C. Patel & Co., P.O. Box 226, Mombasa, Kenya. NCIA. I.R. 195.

Importer seeks all lines of U.S. products, suitable for East African markets. A.R. Gulamani, (Agencies), Ltd., P.O. Box 3157, Mombasa, Kenya. NCIA. I.R. 170.★

**JAPAN**—Gift articles: interested in assorted personal outfittings such as necktie, tiepin, cuff link set, handkerchiefs, mufflers, sweaters, in all price ranges. Naigai Publishing Co., Inc., (importer), Horie Bldg., 1, 3-chome, Minami Kyutaro-machi, Higashi Ku, Osaka.

**NETHERLANDS**—New items in the field of smoker's requisites: pipes, lighters, cigarette cases. Direct purchase and agency. Le Corbeau & Zoon, (importing distributor, wholesaler), Groothandelsgebouw, 723 Wena, Rotterdam-4.

**SINGAPORE**—Tooth brushes; importer, exporter, wholesaler, retailer requests replies from suppliers with price quotations cif Singaport; prices must be competitive. Samples requested. Direct or agency purchase. Nam Thong Co., 19 & 24 S. Bridge Rd., Singapore 1.

**SWEDEN**—Giftware; hobby items, handicraft kits, all kinds. Bröderna Ivarsson AB, Osby. WTD 3/13/63.

## 610 Credit Agencies

### ★★ EAST AFRICA—Trade Mission

East African indenting/confirming and life insurance firm desires to represent U.S. confirming house to offer 60-90 day credit on shipments to Uganda, mostly in textiles, machinery, watches. Also interested in representing U.S. insurance company for general insurance. Neptune Agency, P.O. Box 1028, Kampala, Uganda. NCIA. I.R. 347.

## 739 Business Services

### ★★ EAST AFRICA—Trade Mission

Commission agent seeks contacts with U.S. confirming house to handle purchasing and financing of textiles, ready-made clothing, woolen suitings. United Commercial Agencies, Ltd., P.O. Box 2090, Kampala, Uganda. WTD 9/63. I.R. 268.

Textile wholesaler seeks contact with U.S. confirming and purchasing house for supplies of textiles, secondhand clothing for men and women. Steel Africa, Ltd., P.O. Box 1827, Mombasa, Kenya. I.R. 329.★

Industrial marketing research survey firm seeks association with an industrial and opinion research firm. Marco Surveys, Ltd., P.O. Box 5837, Nairobi, Kenya. I.R. 36.

Large glass factory serving all East Africa needs technical assistance, information on materials. Nairobi Glass Factory, P.O. Box 1203, Nairobi, Kenya. I.R. 68.

Importer seeks contact with purchasing and confirming house in U.S. with experience in foods, picture frames in stick form, window and looking glass. Khaku Rajpar & Co., P.O. Box 301, Zanzibar. I.R. 241.

Automobile cooperative society wishes to hear from automobile insurance underwriters interested in organizing similar agency in Uganda. Uganda Motor Users Cooperative Society, Ltd., P.O. Box 4219, Kampala, Uganda. I.R. 321.

General trading firm seeks contact with purchasing agent and confirming house in the U.S., Khaku Rajpar & Co., P.O. Box 301, Zanzibar. NCIA. I.R. 249.

Life insurance firm wishes to represent well-established U.S. general insurance agency in Uganda. Life Insurance Corp. of India, P.O. Box 516, Kampala, Uganda. NCIA. I.R. 298.★

## 781 Motion Picture Production, Distribution

**ISRAEL**—8 and 10 mm. entertainment, home movies. Chemicals & Technical Supplies, (Green), Ltd., (importer), P.O. Box 10, Tel Aviv.

# SPECIAL TRADE LEADS

**The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675).**

**Phone numbers of Department of Commerce Field Offices will be found on the inside back cover.**

**GERMANY**—Shirting materials; high quality pure cotton; 65% dacron, 35% cotton. Agency. Box TT-1.

**ENGLAND**—Full cotton printed voile, particularly with floral designs, made from two-fold yarn each way; 38" widths preferred, although 36" or other widths will be considered; samples required. Direct purchase. TT-2.

**SOUTH AFRICA**—Soda ash, heavy or light, manufactured or natural, packed in jute bags; 1,000 tons per month for period of 12, possibly 60, months. Direct purchase. TT-3.

**GREECE**—Gelatin, edible, powder form, for use in manufacturing instant gelatin base dessert mixes, jellies. Replies from manufacturers only requested by manufacturer of instant foods, baby foods, and general food distributor. Direct purchase. TT-4.

**NETHERLANDS**—Gas pressure reducing, regulating, measuring devices. Direct purchase and exclusive agency. TT-5.

**PHILIPPINES**—Bathroom accessories such as medicine cabinets, wall fixtures, toilet paper holders, toothbrush, soap holders, bathtub enclosures, bathtub, shower fixtures, chrome and tile; to include all items other than plumbing fixtures. Direct purchase and agency. TT-6.

**FRANCE**—Automatic cloth cutters (50 cycles, 220 v., A.C.), medium-duty modern types, portable, pedal or hand operated; designed for direct tooth-type cutting, selvage-trimming; equipped with circular or rotative knife cutter. Desires catalogs and price lists promptly. Direct purchase. TT-7.

**NEW ZEALAND**—Automatic fish plant equipment for processing fresh fish. Direct purchase and agency. TT-8.

**NORWAY**—Evaporators for use on large ships and trawlers for distilling sea water; fresh water distilling plants for ship turbines: Evaporators for steamships, heated by low pressure steam from any available source; flash evaporators, fed by warm sea water from cooling system, also heated by waste LP steam; fresh water generators, heated from a diesel jacket fresh water cooling system. Direct purchase and agency. TT-9.

**NORWAY**—Semiconductors for UHF, asdic, radar, TV, radio; power transistors; field effect transistors; silicon-controlled rectifiers. Direct purchase and agency. TT-10.

# International Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

## 203 Canning, Preserving Foods

**PHILIPPINES**—Fish and meat meals. International Mercantile Co., 321 Yuchengco Bldg., 484 Rosario, P.O. Box 3383, Manila. WTD 9/28/63.

## 220 Textile Mill Products

**GERMANY**—Children's ready-made clothing, all types of fabrics for tailor-made garments. Gerhard Beyer, (sales agent), 60 Tangastrasse, 8 Munich 59. WTD 2/15/63.

**NORWAY**—Synthetic fur laminated on foam plastic; also other synthetic textile/foam plastic products. Requests replies from manufacturers only. Oluf B. Andreassen, (manufacturers' agent), 8b Huitfeldtsgate, Oslo. WTD 2/27/61.

**SWITZERLAND**—Textiles for hotel, restaurant use: broad woven cotton, other fabrics; upholstery materials; carpets, rugs. Hans R. Eschmann-Maag, (importer, exporter, selling agent), Tellstrasse 20, St. Gallen. WTD 11/15/63.

## 232 Men's, Youths', Boys' Furnishings, Work Clothing

**JAPAN**—Men's dress, sport shirts; best quality preferred. Nippon Case Kabushiki, (manufacturer, wholesaler), 55 Higashi-obase-kitanocho 1-chome, Higashinari Ku, Osaka.

## 238 Apparel, Accessories

**JAPAN**—All types of men's coats, especially interested in rain coats, weather coats; best quality preferred; requests replies from manufacturers only under a sole-agency agreement. Nippon Case Kabushiki Kaisha, (manufacturer, wholesaler), 55 Higashi-obase-kitano-cho 1-chome, Higashinari Ku, Osaka.

## 243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

**FRANCE**—Prefabricated dwellings, wood, small, medium-sizes (from 50 to 100 square m. each), preferably week-end cottages, pavilions. Agency for southwest France. Etablissements Cazenave Frères, (general contractor), 33-35 Cours Tourny, Libourne, Gironde. WTD 11/29/63.

## 259 Furniture, Fixtures

**SWITZERLAND**—Furniture, fixtures, various types, for use in hotels, restaurants. Hans R. Eschmann-Maag, (importer, exporter, selling agent), Tellstrasse 20, St. Gallen. WTD 11/15/63.

## 264 Converted Paper, Paperboard Products

**SOUTH AFRICA**—Unpasted, pre-pasted wallpaper, washable, other types, in rolls 14 yd. long, standard widths, modern, period designs. Min. order per client: 2000 rolls per shipment. Requests replies from manufacturers only. Adams Paper Co., (manufacturers' agent), 3 Woodlands Rd., Woodstock, Cape Town. WTD 11/22/63.

## 280 Chemicals

**NEW ZEALAND**—Phenazone, mepyramine maleate, ephedrine hydrochloride, sodium salicylate, caffeine citrate; requests replies from manufacturers only. Irving Clarke (Agents) Ltd., (agent, importer, exporter), 40 Anzac Ave., or P.O. Box 2646, Auckland, C.1. WTD 8/29/62.

## 281 Industrial Chemicals

**PHILIPPINES**—Special chemicals for the rubber industry. R.H. Trading, 448 P. Gomez, P.O. Box 2136, Manila. WTD 8/24/63.

## 282 Synthetic Materials

**PHILIPPINES**—Resins for the paint industry; versamid resins. R.H. Trading, (importer, wholesaler, retailer, indentor), 448 P. Gomez, P.O. Box 2136, Manila. WTD 8/24/63.

## 285 Paints, Varnishes, Lacquers, Enamels

**GERMANY**—Paints, allied products. Waldemar Kuhn, (wholesaler), 9 Saarstrasse, Saarbruecken, Saar. WTD 11/27/63.

## 322 Glass, Glassware

**FRANCE**—Glass insulators used in electrical industry. C.O.R.E.L.—Comptoir Radio Electrique, 17 bld Stalingrad, Nantes (Loire Atlantique).

**SWITZERLAND**—Glassware, various types, for hotel, restaurant use. Hans R. Eschmann-Maag, (importer, exporter, selling agent), Tellstrasse 20, St. Gallen. WTD 11/15/63.

## 326 Pottery

**SWITZERLAND**—China tableware, kitchenware, other articles for hotel, restaurant use. Hans R. Eschmann-Maag, (importer, exporter, selling agent), Tellstrasse 20, St. Gallen. WTD 11/15/63.

## 329 Abrasive, Asbestos, Nonmetallic Mineral Products

**SOUTHERN RHODESIA**—Solid vinyl asbestos and thermoplastic flooring; manufacturers' representative. Gravan Distributors, P.O. Box 1123, Salisbury. WTD 11/25/63.

## 335 Rolling, Drawing, Extruding of Nonferrous Metals

**FRANCE**—Electrical cables, aluminum. C.O.R.E.L.—Comptoir Radio Electrique, (wholesaler, agent), 17 bld Stalingrad, Nantes (Loire Atlantique).

## 342 Cutlery, Hand Tools, General Hardware

**AUSTRALIA**—Automobile body tools, hand; automotive accessories; builders' hardware, tools. Allpest Agencies, (retailer, wholesaler, agent), 66 Canning Hwy., Victoria Park, W.A. WTD 11/27/63.

**FRANCE**—Hardware, plumbing articles, tools. Requests replies in French. Depann Express Service, (dealer, repairer), 16 rue Lechevin, Paris 11e.

Automatic actuators for railroad curtains. Ets. Giraud-Bardoux, (wholesaler), 37 rue du Sentier, Paris 2e, WTD 7/3/62.

**PHILIPPINES**—Builders' hardware including door pulls, knobs, drawer pulls, knobs, pliers. International Mercantile Co., (indentor), 321 Yuchengco Bldg., 484 Rosario, P.O. Box 3383, Manila. WTD 9/28/63.

Mill, general hardware supplies, new.

Logging hardware, supplies, new. Construction Equipment Repair & Sales Co., (importer, retailer, manufacturer), 300 Marques de Comillas, Manila. WTD 9/14/63.

## 343 Heating Apparatus, Plumbing Fixtures

**FRANCE**—Plumbing supplies, all kinds. Requests replies in French. Depann Express Service, (dealer, repairer), 16 rue Lechevin, Paris 11e.

## 346 Metal Stampings

**NORWAY**—Labels, metal, adhesive, for engines, machine tools, parts. Must be heat resistant. Kaare J. Bo, (manufacturers' agent), 8 Baldersgate, Oslo. WTD 11/21/63.

## 349 Fabricated Metal Products

**FRANCE**—Irrigation equipment, systems, attachments for farms, fields, including sprinklers, risers, fittings, pipes; requests replies in French. Etablissements M. Razol Fils, Rue Labruyère, Tonneins, Lot-et-Garonne. WTD 12/6/63.

## 352 Farm Machinery

**ARGENTINA**—Grain driers, portable, stationary. C. Preumayr S.A., (retailer), Rivadavia 2541, Rosario, Province of Santa Fe.

**AUSTRALIA**—Pest control equipment. Allpest Agencies, (retailer, wholesaler, agent), 66 Canning Hwy., Victoria Park, W.A. WTD 11/27/63.

## 353 Construction Machinery

**THAILAND**—Portable concrete vibrators, powered by gasoline engines, electric motors. Min Sen Machinery Co., Ltd., 456 Jawaraj Rd., Bangkok. WTD 1/17/61.

## 354 Metalworking Machinery

**GERMANY**—Metalworking machine tools of all kinds, particularly new types; wholesaler and manufacturers' representative is interested only in the latest developments of machine tools; requests replies from manufacturers only, with price quotations cif European ports. C. Hermann Schmitz, (wholesaler, agent), 311 Hoeherweg, 4 Duesseldorf. WTD 10/4/63.

**ISRAEL**—Heavy spinning lathes, required to form boiler plates; end part of boiler 3 yards in diameter, plate thickness up to about ¾ inch. Importer, agent requests prompt offers. Adler & Stern, (importer, agent), 1 Sarah St., P.O. Box 1539, Haifa. WTD 3/12/62.

**NETHERLANDS**—Tools for the metalworking industry; metal industry; wood industry; paper industry; plastic industry; requests replies from manufacturers. Ingenieursbureau Gemen, (agent, distributor), Parallelweg Zuid or P.O. Box 34, Boxtel.

## 355 Special Industry Machinery

**NEW ZEALAND**—Full-fashioned knitting machinery for outerwear. Nuera Ltd., (manufacturers' representative), P.O. Box 729, Auckland. WTD 12/3/63.

### 358 Service Industry Machines

**ITALY**—Air conditioning units, standard, portable, O.E.M.P.I., (agent, importer), 19 Via Donizetti, Turin.

**SWITZERLAND**—Kitchen equipment, various types, for use in hotels, restaurants. Hans R. Eschmann-Maag, (importer, exporter, selling agent), Tellstrasse 20, St. Gallen. WTD 11/15/63.

### 361 Electric Transmission, Distribution Equipment

**FRANCE**—Electrical transmission equipment, accessories. Electricity distributing equipment, transformers, circuit-breakers. C.O.R.E.L.—Comptoir Radio Electrique, (wholesaler, agent), 17 Bld Stalingrad, Nantes (Loire Atlantique).

### 362 Electrical Industrial Apparatus

**FRANCE**—Electrical control boards; carbon electrodes, graphite anodes, motors. C.O.R.E.L.—Comptoir Radio Electrique, 17 Blvd. Stalingrad, Nantes (Loire Atlantique).

**NETHERLANDS**—Electric, pneumatic scaling machines, which differ from the European standards. Van Dijk's Scheepsuitrustingen N.V., (importer, manufacturer, exporter), 12 Gantelstraat, Rotterdam-8. WTD 6/4/63.

### 363 Household Appliances

**FRANCE**—Household electrical equipment, all types, including refrigerators, washing machines, cooking devices, sawing machines; water heating equipment; small household electrical appliances. Requests replies in French. Depann Express Service, (dealer, repairer), 16 rue Lechevin, Paris 11e.

**FRANCE**—Small household electrical appliances, such as: coffee grinders and makers; food mixers, juice extractors; toasters; kitchen gadgets of new types; requests replies in French. Pierre Lamarque, (sales agent), 1 Cehmin de Soust, Pau, Basses-Pyrénées. WTD 11/29/63.

### 364 Electric Lighting, Wiring Equipment

**FRANCE**—Incandescent, fluorescent electric bulbs; electrical apparatus; fixtures; switches. C.O.R.E.L.—Comptoir Radio Electrique, (wholesaler, agent), 17 bld Stalingrad, Nantes (Loire Atlantique).

**NETHERLANDS**—Demountable navigation lights, which differ from the European standards; requests replies from manufacturers only. Van Dijks's Scheepsuitrustingen N.V., Gantelstraat 12, Rotterdam-8. WTD 6/4/63.

### 366 Communication Equipment

**CHILE**—Selected electron radio tubes for airborne equipment; airborne communication, actuating electronic equipment; radio beacon, radar, automatic pilot equipment, accessories for same; instrument landing system equipment; light beacon. lighting equipment for airfields. Julio Alcalde (Pinto), Huerfanos 1011, Oficina 306, Casilla 3134, Santiago. WTD 12/5/63.

**NETHERLANDS**—Radar, signal masts, which differ from the European standards; requests replies from manufacturers only. Van Dijk's Scheepsuitrustingen N.V., 12 Gantelstraat, Rotterdam-8.

### 369 Electrical Machinery, Equipment, Supplies

**FRANCE**—Batteries. C.O.R.E.L.-Comptoir Radio Electrique, 17 Blvd. Stalingrad, Nantes (Loire Atlantique).

**ITALY**—Electro-medical treatment apparatus. De.Ta. S.A.S., (agent, importer), 19 Via Beaumont, Turin.

**SWEDEN**—Spark plugs, automotive. Leveransförmedling, (sales agent, broker), Garverigatan 5, Göteborg.

### 371 Motor Vehicles, Motor Vehicle Equipment

**AUSTRALIA**—Automobile air conditioning units. Allpest Agencies, (retailer, wholesaler, agent), 66 Canning Highway, Victoria Park, W.A. WTD 11/27/63.

**FRANCE**—Telescopic shock absorbers. France Automobile Service, (importer, wholesaler), 159 rue Galliéni, Boulogne-Billancourt (Seine) France.

**IRAQ**—Automotive replacement parts. Faradj Damman, (commission agent), Damirji Bldg., Bank St., Baghdad. WTD 11/30/63.

**PHILIPPINES**—Automotive spare parts. International Mercantile Co., 321 Yuchengco Bldg., 484 Rosario, P.O. Box 3383, Manila. WTD 9/28/63.

**SWEDEN**—Horns, automotive. Leveransförmedling, (sales agent, broker), Garverigatan 5, Göteborg.

### 373 Ship Building, Repairing

**NETHERLANDS**—Life belts; aluminum ladders; gangways; aluminum, fiber-glass lifeboat; lifebouys, related articles. Van Dijk's Scheepsuitrustingen N.V., (importer, manufacturer, exporter), 12 Gantelstraat, Rotterdam-8. WTD 6/4/63.

### 509 Wholesalers

**NETHERLANDS**—Ship stores which differ from the European standards. Van Dijk's Scheepsuitrustingen N.V., (importer, manufacturer, exporter, commission merchant), 12 Gantelstraat, Rotterdam-8. WTD 6/4/63.

## Leads for Importers

### 086 Forest Products

**MALAYSIA**—Cane, rattan. Bright Corp., 408 Lee Yan Lian Bldg., Kuala Lumpur, Malaysia. WTD 11/6/63.

### 200 Food

**** EAST AFRICA—Trade Mission**

East African exporting merchants seek wholesalers or buyers for copra, coconut oil, cloves, coir fiber. Fazel Mohamed Champs, P.O. Box 97, Zanzibar. NCIA. I.R. 250.

### 203 Canning, Preserving Foods

**ARGENTINA**—Manufacturer offers: (1) candied sweet potato preserves (dule de batata), vanilla, chocolate and fruit flavors, in tins of 700 grams and 5 kilograms in quantities up to one million kilograms annually; (2) candied quince preserves (dulce de membrillo) in quantities up to 300,000 kilos annually. Pellisa y Rosatti S.R.L., Av. Roca 639, San Miguel de Tucuman, Province of Tucuman. WTD 12/2/63.

### 204 Grain Mill Products

**** EAST AFRICA—Trade Mission**

Coffee investor and manufacturer seeks contacts with U.S. coffee importers. Seemukutu & Co. Ltd., P.O. Box 3898, Kampala, Uganda. NCIA. I.R. 285.

Firm desires to sell chicken, cow and pig feed to wholesaler. Kewerimidde Trading Stores, P.O. Box 3635, Kampala, Uganda. WTD 11/25/63. I.R. 311.

### 208 Beverage Industries

**** EAST AFRICA—Trade Mission**

Reputable tea producer seeks contact with established firm in marketing facilities throughout the U.S. for distributing quality tea, fully packed under seller's or buyer's trademark. Pyaralli Abdulla Ltd., Buzirasagama Tea Estate Ltd., P.O. Box 11, Kampala, Uganda. NCIA. I.R. 292.

### 209 Food Preparations

**** EAST AFRICA—Trade Mission**

Desires contact with U.S. buyers for cloves and red chiles (pepper). G. J. Ramjee, P.O. Box 231, Zanzibar. NCIA. I.R. 245.

Exporter wants to sell packaged peanuts. Devshi Samat Shah Ltd., P.O. Box 81, Arusha, Tanganyika. I.R. 232.

Ground and roasted coffee for export. Lwanume Farmers' Association Ltd., P.O. Box 4228, Kampala, Uganda. NCIA. I.R. 337.

### 221 Broad Woven Fabric Mills, Cotton

**** EAST AFRICA—Trade Mission**

Bark cloth manufacturer wishes to sell bark cloth in sheets 100" x 120" to 100" x 150", average size 100 sq. ft. per piece. 10½ cents per sq. ft., fob Mombasa. K.H. Patel & Co., P.O. Box 678, Kampala, Uganda NCIA. I.R. 322.★

### 226 Dyeing, Finishing Textiles

**ITALY**—Novelty textiles, especially cotton and man-made fiber textiles. Agency. Florentex Textiles, 39 Via de' Bardi, Florence. WTD 12/2/63.

### 228 Yarn, Thread Mills, Products

**ITALY**—Cotton and man-made fiber yarns. Agency. Florentex Textiles, 39 Via de' Bardi, Florence. WTD 12/2/63.

### 229 Textile Goods

**ITALY**—Wool, cotton, silk, man-made fiber rags and new clippings. Agency. Florentex Textiles, 39 Via de' Bardi, Florence. WTD 12/2/63.

### 242 Sawmills, Planing Mills

**** EAST AFRICA—Trade Mission**

Manufacturer of woods seeks contacts with U.S. importers for teak-like quality woods. Jinnah's Ltd., P.O. Box 20263, DSM. NCIA. I.R. 135.

### 253 Public Building Furniture

**DENMARK**—Steel shelves, especially for libraries K. Schou-Nielsen, 1-3 Vesterbro Torv, Aarhus C.

### 283 Drugs

**FRANCE**—Agar-agar (white powder, good quality), dried sea-weeds (algae), sea-weed flour for use in preparation of pharmaceutical and food products. Wholesale exportation in wooden casks of 110 lb. each with plastic lining, direct to importers or through agents. Alguodis (J. P. Aulanet), 44 Rue Pasteur, Pau, Basses-Pyrenees. Samples will be supplied U.S. inquirers upon request. WTD 11/29/63.

### 284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

**★★ EAST AFRICA—Trade Mission**

Trader wishes to export imitation French perfumes. Kazmain Trading Company, P.O. Box 3155, Mombasa, Kenya. NCIA. I.R. 192.

### 307 Plastics Products

**★★ EAST AFRICA—Trade Mission**

Producer of ebonite seeks direct importers of retail or wholesale establishments. P.O. Box 7413, Mombasa, Kenya. NCIA. I.R. 196. (J.V. Bhansar).

### 314 Footwear, Except Rubber

**AUSTRALIA**—Kangaroo fur slippers manufactured by Dreske Shoe Co., Perth. Representative desires contact with import or shoe firm. Genex Pty. Ltd., 1st Fl., Pamos House, 249 Adelaide Tce., Perth. WTD 11/14/63.

### 342 Cutlery, Hand Tools, General Hardware

**DENMARK**—Castors (for building scaffolds and heavy duty), wheels (for heavy duty; also rubber tired and nylon). SOCO, 28 Retortvej, Copenhagen, Valby.

**GERMANY**—Manufacturer and exporter of knives of all kinds, such as household, pocket, camping, hunting seeks representative in Chicago, Philadelphia, St. Louis, Dallas, Los Angeles. Kamphausen & Plumacher GmbH., 5 Mittelstrasse, 565 Solingen-Ohligs. For price list write to Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 11/22/63.

### 354 Metalworking Machinery

**SWEDEN**—Machines for swaging and dressing framesaw blades, pneumatically powered. Vastsvenska Maskinaktiebolaget, Karlstad. WTD 12/4/63.

### 355 Special Industry Machinery

**ITALY**—Textile machinery, accessories. Agency. Florentex Textiles, 39 Via de' Bardi, Florence. WTD 12/2/63.

### 356 General Industrial Machinery

**ENGLAND**—Dust collection plant, ancillary equipment. Agency. Collectron Ltd., Lee House, London Wall, London, E.C.2. WTD 3/14/63.

### 384 Surgical, Medical, Dental Instruments

**GERMANY**—Manufacturer of automobile safety belts seeks U.S. importers purchasing on own account. Otto Kleyer K. G., Postfach 1660/80, 495 Minden/W. For price list, brochure write to Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 11/22/63.

### 394 Toys, Amusement, Sporting Goods

**FRANCE**—Fish-line cork floats, natural cork, recommended for fresh and salt-water fishing. Direct sales to wholesale importers preferred. Etablissements Henri Mounes ("Kiatir"), 36 Rue Georges-Clemenceau, Bizanos-Pau, Basses-Pyrenees. Samples and price lists will be furnished U.S. inquirers upon request. WTD 12/4/63.

### 396 Costume Jewelry, Costume Novelties, Buttons, and Miscellaneous Notions

**★★ EAST AFRICA—Trade Missions**

Seeks contacts to sell carved curios. Kimondo Curios Sellers, P.O. Box 8059, Mombasa, Kenya. NCIA. I.R. 338.

Seeks U.S. customers for African handwood-carvings, curios. Benarsi Dass Bros. P.O. Box 2833, Nairobi, Kenya. WTD 7/3/63. I.R. 3.★

Seeks U.S. distributor or representative for African curios. Afro-Artcraft, Box 18192, Cardiff Rd., Nairobi, Kenya. I.R. 43.★

Manufacturer of wood carved curios, hand spears, shields, drums wants to sell to U.S. outlets. Pan-African Curio Industries, P.O. Box 9907, Mombasa, Kenya. NCIA. I.R. 204.

Exporter of wood carvings seeks U.S. outlets. D. T. Correa, Mombasa, Kenya. NCIA. I.R. 201.

Art crafts and wood carvings exporter desires to sell curios to U.S. importers. Afro Crafts, P.O. Box 9716, Mombasa, Kenya. NCIA. I.R. 211.

Manufacturer of wood carvings and drums seeks U.S. importers. John Munguti & Kianga s/o Thumba, P.O. Box 8768, Mombasa, Kenya. NCIA. I.R. 221.

Exporter of wood and ebony carvings desires to sell carved figures, carved masks, drums, bows, arrows. Novelties and Bookshop, P.O. Box 1815, DSM. WTD 1963. I.R. 105.

African carvings and paintings firm wishes to establish a market in the U.S. for carvings, animal and human, carved masks, drums, bows, arrows. Msina & Partners Enterprise, P.O. Box 20327, DSM. WTD 12/11/63, 11/12/63. I.R. 103.

Manufacturer of East African souvenirs seeks connections with U.S. retail/wholesale outlets for its wild game animals and trophy charms. Mombasa Jewellers, P.O. Box 2545, Mombasa, Kenya. NCIA. I.R. 206.

East African trading firm seeks U.S. buyers for carved figures and masks, drums, bows, arrows. Tanganyika National Traders Agency, P.O. Box 15241, DSM. WTD 11/13/63. NCIA. I.R. 145.

African firm wishes to establish a market in the U.S. for its goods through both retail and wholesale outlets. The Akamba Curio Sellers & Wood Carvers Association, P.O. Box 1535, Mombasa, Kenya. NCIA. I.R. 174.

Manufacturer of wood carvings and other giftwares wishes to expand its curio sales in the U.S. E. Fioravanti & Co., Ltd., P.O. Box 9867, Mombasa, Kenya. WTD 10/62. I.R. 177.★

Firm wishes to make direct sales to wholesalers or retailers of Akamba and ebony wood carvings, curios, Masai shields, spears, drums. Pan African Industries, P.O. Box 9907, Mombasa, Kenya. NCIA. I.R. 203.

General trading firm wishes to expand its sales of curios to the U.S. Sindh General Stores Ltd., P.O. Box 279, Mombasa, Kenya. WTD 1/63. NCIA. I.R. 183.★

### 399 Manufacturing Industries

**★★ EAST AFRICA—Trade Missions**

Manufacturer/Exporter seeks U.S. buyers of metal scrap-iron, brass, related products. Also cashew nuts for sale. A. R. Gulamani (Agencies) Ltd., P.O. Box 3157, Mombasa, Kenya. NCIA. I.R. 170.★

Designer and art dealer seeks U.S. outlets for his African designed neckties; carved ebony figures and masks, drums, shields, spears. Also has Persian rugs, Arab and Zanzibar antiques for export. W.H.P. Carey, P.O. Box 3063, DSM. NCIA. I.R. 111.

Exporter seeks wholesale connection for distribution of coffee, cotton sisal and cashew nuts. Kilimanjaro Muro Brothers, P.O. Box 562, Moshi, Tanganyika. NCIA. I.R. 159.

### 504 Groceries

**NIGERIA**—Shea nuts, ginger, dried kolanuts. A. O. Johnson & Co., 4 Taiwo St., Lagos. WTD 11/20/63.

### 505 Farm Products

**VENEZUELA**—The Venezuelan National Agricultural Institute (Instituto Agrario Nacional—IAN), Caracas, is seeking buyers for 1.5 million lb. of tonka beans at a min. price of U.S. $.80 per pound. A large part of this quantity is readily available in the U.S. and may be purchased in partial lots. The tonka bean is mainly used by tobacco and cigarette manufacturers. Interested companies may contact Alejandro Izaguirre, Presidente, Venezuelan National Agricultural Institute, Caracas, for further information.

### 509 Wholesalers

**NIGERIA**—Copra. A. O. Johnson & Co., 4 Taiwo Street, Lagos. WTD 11/20/63.

### 599 Retail Stores

**ICELAND**—Hand knitted sweaters for men, women, children made of natural yarn ranging from shades of beige to black with no dyes used; colors are knitted into unusual dissimilar designs. Woolen blankets, parkas, pure eider down, sealskins, lambskins, tanned or salted hides. Interested in contacting retail specialty stores or mail order firms; also individual importer willing to stock and distribute these lines through whole of U.S. G. Agnar Asgeirsson, Dyngjuvegur 10, Reykjavik. WTD 11/14/63.

## Export seminar planned for Delaware businessmen

An export trade seminar, running eight consecutive weeks, will begin in January for Delaware businessmen interested in beginning or expanding their export program.

Starting January 22, each of the eight Wednesday evening sessions will be presented by a prominent and experienced expert highly qualified in a segment of the export profession.

The seminar will be sponsored by the Delaware State Chamber of Commerce in cooperation with the State Department of Public Instruction, Wilmington Public Schools, U.S. Department of Commerce, Small Business Administration and the State Development Department.

# Construction Projects

***Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.***

**ARGENTINA**—The Governor of Buenos Aires Province recently released to the press a document containing details of his government's project for installing a 150,000 KW thermal electric power station in La Plata. The proposed plant would form part of the province's public-owned electric power facilities, and would serve La Plata and nearby communities. Among the sources of financing the proposed plant would be a 10% tax on electricity sales in the La Plata area.

**COLOMBIA**—A $10 million loan was made by the Inter-American Development Bank to help finance a plan to rehabilitate and modernize the port of Buenaventure, Colombia. Buenaventura is on the Pacific Ocean about 450 miles southeast of the Panama Canal.

The project includes dredging operations, repair and expansion of warehouse and docking facilities, and establishment of a separate small port for fishing boats and for the port's floating equipment.

It also provides for the purchase of loading and unloading equipment, installation and relocation of auxiliary navigational aids, construction of a special terminal to handle refined oil, construction of new office buildings and workshops, and the expansion and improvement of railroad and truck terminals.

A plan is also included for the expansion of the docking area through the construction of new piers and a small separate port to serve the needs of coastal shipping, whose volume has increased with the expansion of fishing activities.

The project is being administered by the Empresa Puertos de Colombia (EMPECOL), an autonomous agency of the Colombia Government which administers the country's ports.

**DENMARK**—The Danish Folketing has passed a bill authorizing construction of a vehicular tunnel under the Lime Fjord at Aalborg, in northern Jutland. Construction costs are estimated at upwards of $20,000,000. Further information can be obtained from the Ministry of Public Works, Slotsholmsgade 10, Copenhagen, Denmark. Tenders have not been called for yet.

**GERMANY**—NATO bids will be invited by the Federal Republic of Germany for five construction projects under the NATO International Competitive Bidding Procedure. In order to participate in the bidding, firms must be certified eligible by the Department of Commerce. Firms not already certified to participate in NATO bidding should send a resume of their qualifications and recent annual report to the Commodity Export Promotion Staff at the address listed above, marked to the attention of: ConsoList. A brochure on the NATO international competitive bidding program is available also from the Staff Office. Project No. BMVTDG 68-25-07-03 involves road and building construction (six one-story buildings with usable area of about 19 square meters and storage houses with usable area of 154 square meters), fencing, and auxiliary earthworks. The deadline for filing applications is January 2, 1964 and must include payment of DM20. (approximately $5.00) application fee.★

Project No. BMVTG 68-25-74-03-12 calls for the supply and installation of four standby power plants (2 plants with 3 power generating units each 100 KVA, and 2 plants with 2 power generating units each, 60 KVA), and the supply and installation of kerosene operating water-cooled, explosion-proof engines complete with accessories. Deadline filing date is January 2, 1964 with a DM 75 fee payable (about $18.00).★

Project No. BMVTG 68-25-74-03-13 specifies the supply and erection of two POL steel tanks with a capacity of 1,250 cubic meters each, including superstructure. The deadline for filing applications is January 2, 1964. A fee of DM10 (about $2.50) is payable on application.★

Project No. BMVTDG 68-25-74-03-14 requires excavation, construction of concrete roads and auxiliary earth works. The deadline for filing, including a DM 10. fee (about $2.50), is January 2, 1964.★

Project No. BMVTDG 68-25-74-03-15 is titled "supply and laying of pipes within POL storage site" in North Rhine-Westphalia. It involves approx. 6000 m. pipes according to German standard (DIN) 2448, fittings, valves, 14 dispensing pumps for tank trucks, steel tanks with 2 x 20 and 1 x 15 cubic meters, and related equipment. The deadline for filing application is January 2, 1964 and requires payment of DM 40. (about $10.) application fee.★

**IRAQ**—Reports indicate that the Government of Iraq will construct three grain silos to be located at Kirkuk, Ba'quba and Diwaniya. The Kirkuk silo will have a capacity of 24,000 m.t.; the capacity of the other two will be 12,000 tons each.

**ITALY**—Press reports indicate that bids will be called shortly by the Ministero dei Transporti e dell'Aviazione Civile, Ufficio Speciale per la Metropolitana di Roma for the construction of a new subway line extension from the Termini Railroad Station to the Piazza Risorgomento. Additional information may be obtained from the above agency in Rome, Italy.

**LIBYA**—U.S. firms may find an opportunity to supply goods or services on projects slated for the Benghazi area under the Five-Year Plan for Economic Development. Tenders for construction or for consulting services on certain of these projects may be called for during the next few months.

Power station: to supplement present generating facilities, a totally new steam turbine power station of 20 megawatt capacity will be built, probably in the area of Giulina Mole just west of Benghazi. The station is expected to provide power for towns within 60 miles of Benghazi through an 11kVa transmission system also slated for construction.

Sewage system: Benghazi has been promised a complete sewage system including a sewage treatment plant to be built several miles west of the city. Water recovered from the treatment process will be used to irrigate farm lands proposed for development as a market gardening center to supply Benghazi with fresh vegetables. Total cost of the project, which will be broken into a number of partial tenders, is estimated at LL 4 million.

Salt flats: current plans call for filling of the sebkha (salt flats), east of Benghazi with approx. 4 million cubic meters of earth and rock and for subsequent use of the reclaimed land for a new suburb consisting mainly of low-cost housing units. Principal tenders expected to be called for will cover the filling operations, consulting engineering services for planning of the new town area, and construction of both housing units and public buildings on the reclaimed land. Cost of land fill operations alone is estimated at between LL 2 million and LL 4 million.

# NYU to continue popular workshop on selling abroad

## Twelve-week course to meet Tuesdays beginning Feb. 4

Responding to increasing demand for training in international marketing, New York University's Division of General Education is repeating its workshop seminar, "Selling Your Products Abroad," beginning February 4th.

Twelve sessions will be held on successive Tuesdays from 6:15 to 8 p.m. at a midtown-Manhattan location. Conrad K. Osterman, former acting manager of the Commerce Department's New York field office, will conduct the sessions. Authorities on international sales, marketing, and management will serve as guest lecturers.

The course features detailed coverage of such operational procedures as organizing for foreign trade, types of foreign operation, locating opportunities, current marketing methods, credit and collection, foreign and American banking facilities, and government regulations and services. Four lectures will be devoted to the Common Market and the business, economic and political climate in Europe, the Far East, and Latin America.

Speakers will include: Al N. Seares, president, Affiliates in Management Services, Inc.; Kurt J. Altschul, international coordinator, Sales and Marketing Executives International; Charles F. Rork, president, Inter-American Services Co.; Edward J. Hoyt, Fenchurch Corp.; William E. McGraw, vice president, Morgan Guaranty Trust Co.; Lawrence D. Seymour, president, L. D. Seymour & Co.; and Lawrence A. Renahan, vice president in charge of traffic, Southern Star Shipping Co., Inc.

# New Books and Reports

***International Financing and Investment.* Proceedings of the 1962 Conference on International Trade and Investment Conducted at Yale Law School. Edited by John F. McDaniels for the World Community Association. Oceana Publications, Dobbs Ferry, N.Y. January 15, 1964. 738pp. $25.**

A collection of the 34 papers prepared by leading international authorities for presentation to the World Community Association Conference at Yale Law School. General subdivisions of the book deal with: The Monetary Background of International Financing; Financing of Economic Development; Guarantees in Equity and Debt Investments; Financing and Investment in Western Europe; Export Financing; Portfolio Investment in Foreign Securities; Desirability of Local Equity Participation; and Settlement and Prevention of Disputes.

An extensive bibliography lists selected materials on international financing and investment.

Copies are available from Oceana Publications, Dobbs Ferry, N.Y.

***Export Financing: Modern U.S. Methods.* By John M. Dyer and Frederick C. Dyer. Published by the Univ. of Miami Press, Coral Gables, Fla. 1963. 130pp. $4.95.**

A very basic introduction to the sources of financing available for U.S. exports. Chapter headings include: What the Commercial Bank Can Do For You; Foreign Credit Insurance; What Your Bank Will Want From You; and Services to Exporters. Other chapters describe the various international financial agencies.

Copies can be ordered from the University of Miami Press, Box 8104, Dept. "F", Coral Gables, Florida 33124.

***Accounting Practices in Argentina.* Studies in Accounting Series, Univ. of Washington's College of Business Admin., Seattle, Wash., 1963. 48pp. $2.**

Explains legal factors affecting accounting practices in Argentina, recordkeeping requirements, sources of accounting practices, asset revaluations, specific accounting practices, form of financial statements and their examination by auditors. Discusses the independent accountants' profession. Includes model financial statements and bibliography.

## Consultants' Directory

"Engineering Consultants: Directory of the American Institute of Consulting Engineers," which the November 11 issue of International Commerce reported as being distributed to U.S. personnel overseas, is available in this country from the American Institute of Consulting Engineers, United Engineering Center, 345 East 47th Street, Suite 303, New York 17, N.Y.

Copies are $3.50 apiece.

The Institute offers to furnish additional data concerning any of its members and their affiliated firms.

***Size and Nature of European Electronics Markets.* Richard H. Randall. 1963. Stanford Research Institute, Menlo Park, Calif. 13 pp. Free; supply limited.**

Paper presented at Electronic Industries Assn. International Symposium, Washington, D.C., in March 1963. Describes growth of electronics industry in European Common Market and increasing importance of the industry in U.S. and Europe. Discusses differences between U.S. and European electronics markets, and opportunities for a U.S. company to participate.

***The International Economy.* John Parke Young. (4th Ed.) 1963. The Ronald Press Co., 15 E. 26th St., New York 10, N.Y. 795pp. $8.50.**

Discusses history and methods of international trade and finance; theory, policies and problems of international trade; international financial, economic development and investment policies and problems. Covers U.S. foreign economic policy, economic relations with Latin America; and shipping policy.

***Foreign Publications and Their United States Representatives.* (Directory.) *Export Trade*, 20 Vesey St., New York 7, N.Y. Sept. 30, 1963, p. 23. 35¢ per single issue.**

Listing of foreign publications having advertising representatives in U.S. Divided into 4 main geographical sections and indicating format, circulation, nature of readership, frequency of publication and U.S. representative.

***1962 Report of Corporacion Venezolana de Fomento (Venezuelan Development Corporation),* Caracas, Venezuela, 88 pp. Single copies available on loan from the Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C., 20230.**

Describes the Venezuelan Government Development Corporation's many activities to accelerate economic growth in Venezuela including industrial promotion through loans, credits, and equity participations in individual firms, investments in banks financing industrial development, electric power development, technical and research assistance to various industries, new projects to promote tourism, industrial development of Zulia state, and establishment of a mortgage stabilization fund.

A financial review and information on the Corporation's administration are also given.

***Major Gaps in Australian Industry.* 1962. Australian Trade Commissioner, 630 Fifth Ave., New York 20, N.Y.; or from Australian Trade Commissioner in Chicago, San Francisco and Los Angeles. 111pp. Free.**

Lists products or product groups where annual imports into Australia exceed £100,000. Gives import figures for 1959-60 and 1960-61 in quantity and value, and the principal supplying countries. Notes significant factors relating to production, apparent market availability and trend, uses of product and required raw materials and availability.

***The Market for Automatic Vending Machines in the United Kingdom* and *The Market for Costume Jewelry in West Germany.* Published by the Business and Defense Services Administration, U.S. Dept. of Commerce. Washington, 1963. 35 and 28 pps. 20 cents apiece.**

The latest studies in BDSA's export potential series, they review the domestic industries, U.S. progress in these markets to date, the market for these U.S. commodities, and give economic profiles of each nation.

For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.



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# Calendar

*for international traders*

**January**

**6**—Meeting of Warm Air Heating & Air Conditioning League, 8 p.m., Cleveland Engineering Society, 3100 Chester Ave., **Cleveland, Ohio.** Speaker: Edwin C. Higbee, Director, Cleveland Field Office, U.S. Department of Commerce.

**7**—Regular Monthly Luncheon Meeting of the World Trade Committee of the Dallas Chamber of Commerce. Dallas Athletic Club, **Dallas, Tex.** Subject: Planning a Trade Mission From Dallas to Mexico.

**9**—International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.** Speaker: Ed Lamb, Chairman of the Board, Seiberling Corporation.

**13**—First Annual Businessman's Institute on World Trade, Southern University in New Orleans, **New Orleans, La.** Sponsored by Southern University in New Orleans; Regional Export Expansion Council; New Orleans Field Office, U.S. Department of Commerce; Small Business Administration.

**13**—Seminar: U.S. Investment in Greece. **New York, N.Y.** Sponsors: American Management Assn. and the Industrial Development Corporation of Greece. Commerce Speaker: Eugene M. Braderman, Deputy Asst. Secretary for International Commerce.

**15-26**—National Motor Boat Show, New York Coliseum, **New York, N.Y.**

**16**—Export Conference on costing/pricing; shipping/forwarding; and selling abroad to be held during the National Motor Boat Show at the New York Coliseum, **New York, N.Y.** Sponsored by National Association of Engine and Boat Manfuacturers in cooperation with the Department of Commerce.

**17**—Rotary International, **Canton, Ohio.** Noon meeting. Speaker: James G. Morton, Special Assistant to the Secretary for Public Affairs.

**18**—The 10th Export Expansion Conference, Cleveland Field Office, in cooperation with Cleveland Regional Export Expansion Council at the Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio,** 10:00 a.m. to 4:00 p.m.

**19-24**—31st Annual Convention, Association of Wiping Cloth Manufacturers, **Bal Harbour, Fla.** Speaker: Marion Leonard, Director, U.S. Department of Commerce Field Office, **Miami, Florida.** .

**21**—Businessmen's Consultations with members of the U.S. Trade Mission to Malaysia-Hong Kong, **Portland, Ore.** Sponsor: Department of Commerce, Portland Field Office.

**21**—Businessmen's Consultations with members of the U.S. Trade Mission to Austria-Switzerland, **Philadelphia, Pa.** Sponsor: Department of Commerce, Philadelphia Field Office.

**22**—Export Trade Seminar; to run 8 consecutive Wednesdays, 7:30-9:30 p.m., sponsored by Delaware State Chamber of Commerce in cooperation with State Department of Public Instruction, Wilmington Public Schools, U.S. Department of Commerce, Small Business Administration, State Development Department. For further details, inquiries should be made to Delaware State Chamber of Commerce, 1112-14 King St., **Wilmington, Del.**

**22**—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Seattle, Wash.** Sponsor: Department of Commerce, Seattle Field Office.

**22**—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Chicago, Ill.** Sponsor: Department of Commerce.

**22**—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Los Angeles, Calif.** Sponsor: Department of Commerce, Los Angeles, Field Office.

**22**—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Richmond, Va.** Sponsor: Department of Commerce, Richmond Field Office.

**23**—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **San Francisco, Calif.** Sponsor: Department of Commerce, San Francisco Field Office.

# Phone for export aid

The telephone numbers of the 39 regional Field Offices of the U.S. Department of Commerce are given below.

**ALBUQUERQUE, N. Mex. 247-0311**
**ANCHORAGE, ALASKA. BR 2-9611**
**ATLANTA, GA. JA 2-4121**
**BIRMINGHAM, ALA. 323-8011**
**BOSTON, MASS. CA 3-2312**
**BUFFALO, N.Y. TL 3-4216**
**CHARLESTON, S.C. 722-6551**
**CHEYENNE, WYO. 634-2731**
**CHICAGO, ILL. 828-4400**
**CINCINNATI, OHIO. 381-2200**
**CLEVELAND, OHIO. 241-7900**
**DALLAS, TEXAS. RI 9-3287**
**DENVER, COLO. 534-4151**
**DETROIT, MICH. 226-6088**
**GREENSBORO, N.C. 273-8234**
**HARTFORD, CONN. 244-3530**
**HONOLULU, HAWAII. 58831**
**HOUSTON, TEX. CA 8-0611**
**JACKSONVILLE, FLA. EL 4-7111**
**KANSAS CITY, MO. BA 1-7000**
**LOS ANGELES, CALIF. 688-2830**
**MEMPHIS, TENN. 534-3214**
**MIAMI, FLA. FR 7-2581**
**MILWAUKEE, WIS. BR 2-8600**
**MINNEAPOLIS, MINN. 334-2133**
**NEW ORLEANS, LA. 527-6546**
**NEW YORK CITY, N.Y. LO 3-3377**
**PHILADELPHIA, PA. WA 3-2400**
**PHOENIX, ARIZ. 261-3285**
**PITTSBURGH, PA. 471-0800**
**PORTLAND, OREG. 226-3361**
**RENO, NEV. FA 2-7133**
**RICHMOND, VA. 649-3611**
**ST. LOUIS, MO. MA 2-4243**
**SALT LAKE CITY, UTAH. DA 8-2911**
**SAN FRANCISCO, CALIF. YU 6-3111**
**SANTURCE, PUERTO RICO. 723-4640**
**SAVANNAH, GA. AD 2-4755**
**SEATTLE, WASH. MU 2-3300**

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